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Calling all Western Mass. MBEs!

The Advisory Subcommittee of the Western Massachusetts Inner-City Task Force provides the voice for minority businesses in the Springfield area. Begun in 1994, the Advisory Subcommittee has already helped plan a trade fair for MBEs and management companies in Springfield and a training course for MBEs on the basics of starting a business.

"We meet as often as is necessary to make these events happen," says Joan Belt, Chairperson for the subcommittee. "We have a core group of five to ten MBEs who attend the meetings regularly and more volunteers to help run events."

On Wednesday, December 6, the subcommittee will be holding its second MBE/Management Company Trade Fair, at the Rebecca Johnson School in Springfield. "There are many property management representatives in western Massachusetts looking for qualified MBEs. The trade fair introduces them and leads to contracts," Belt explains.

In early 1996, the subcommittee will also host a new training course for MBEs. While last spring's class taught business basics, this four-week program will focus on bidding and cost estimating.

Anyone interested in joining the Advisory Subcommittee or looking to find out more about its upcoming activities, should contact Ken Thompson, MHFA Senior Equal Opportunity Analyst, at (617) 854-1826. ■

Earle Phillips

The Advisory Subcommittee of the Western Massachusetts Inner-City Task Force discusses this year's MBE/Management Company Trade Fair in Springfield.

Register for Upcoming Trade Fair

A trade fair for property management companies and MBEs in Western Massachusetts will be held on:

Wednesday, December 6, 1995
6:00–8:30 p.m.
at the Rebecca Johnson School
55 Catherine Street
Springfield, Massachusetts 01109

Call Ken Thompson, Senior EO Analyst, at (617) 854-1826 to register. **The deadline for reserving a table is Monday, November 27.**

CEO
Challenging Equal Opportunity

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108

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Paul Cellucci *Lt. Governor*
Michael J. Dirrane *Chairman*
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March 1996

A Newsletter for Minority Business Enterprise Vendors and Property Management Professionals

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Challenging Equal Opportunity

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Breaking New Ground with the Demonstration

Steven Pierce
MHFA Executive Director

While 30+ inches of snow covered the ground and winter storms slowed progress in more ways than one, work on the Demonstration Disposition project moved forward thanks to the hard work of residents, MHFA staff, and by HUD staff in Boston and Washington.

Following is a brief wrap-up of recent Demonstration Disposition progress:

Relocation

Companies wishing to assist with the relocation of more than 1,300 households submitted proposals to MHFA on December 11.

MHFA received 20 proposals from eight different firms — four MBEs, three majority and one MBE/majority joint venture — for four distinct relocation packages. MHFA staff and resident association representatives are in the process of reviewing the proposals and conducting personal interviews with applicants.

Proposal scoring and contract awards will be made to accommodate construction schedules. Relocation contracts will be awarded first to those developments that have completed working drawings. Fieldstone Apartments is expected to be the first relocation contract award with relocation beginning in spring. Other developments where long-term relocation is necessary will have 90 days' notice before actual relocation begins.

Greg Cranna

The 180-unit Grant Manor, one of the Demonstration Disposition Properties, recently secured Federal Low Income Housing Tax Credits which will enable the Grant Manor residents to leverage approximately $5.5 million from private investors.

MBE Activity in Demo Dispo Contracts

As of December 31, 1995, a total of $8.6 million or 86.4% of the total Demonstration contract dollars has been awarded to MBE firms as prime contractors. WBE firms have been awarded prime contracts in the amount of $438,258 or 4.4% of the total.

Working Drawings

Eight of the ten resident associations have authorized MHFA to begin full or partial working drawings for their developments: Fieldstone, Franklin Park, Sonoma/Maple/Schuyler, Theroch, Washington Heights, Roxse Homes, Geneva, and Grant Manor.

Security

MHFA staff and resident associations have awarded security contracts to Naratoone/Wackenhut and New World Security Associates (see box on page 3). The contracts cover

continued on page 3

Trotter Institute Forum

MBE's Role in Economic Development

MHFA Executive Director Steve Pierce recently participated in a Trotter Institute forum entitled "Economic Development in Massachusetts: The Role of Minority Business." The forum was the second in a series that focused on the future of affirmative action programs in the state and brought together national and local business experts as well as state and local officials. Among the key issues discussed were legislative changes and challenges in the area of affirmative action programs and the future of MBEs.

"We want to have goals that provide opportunity for people of color, in a whole variety of areas but particularly economically."

Steve Pierce
MHFA
Executive Director

In his remarks to the group, MHFA Executive Director Steve Pierce said, "I think you'll find that the climate in Massachusetts is pretty good. Governor Weld made his position very well-known on affirmative action back in June. MHFA's position is well-known too. We want to have goals that provide opportunity for people of color in a whole variety of areas, but particularly economically."

". . . . . There is a great deal of outreach, a great deal of thinking and effort to bring MBEs along. There also is a real concern for the long term — that they develop capacity and experience."

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Going to the next level:

MBE Mentor Program Preps for Success

Let MHFA's MBE mentor program give you the competitive edge! Established in 1992, the program has recently been revised to ensure linkages with other MHFA MBE programs and events and provide an annual progress review.

The goal of the program is to establish a defined relationship between a well-established management company and a small minority-owned business. Through this relationship, the Management Company provides management and technical assistance, marketing, fiscal advice and other forms of assistance.

Charles Payne, the Property Manager for Tent City, has been mentor to Rudy Grovesnor of G & J Maintenance for three years.

" I've seen his business grow from a primarily Boston-based business to a statewide business, said Charles. "He's even got a client down in Rhode Island." Rudy and Charles have worked together on how to put together a competitive bid and pricing. Rudy has also been involved in MHFA's MBE Trade Fairs. He said, "The program has worked great for me. My business has really taken off. I've gotten good advice. The trade fairs are absolutely great. I go every year and have met customers I never would have met otherwise."

In addition to networking opportunities, the program

- helps to promote economic development in minority communities;
- provides support for a new business-to-business framework that seeks to emphasize cooperation and mutual respect;
- provides mentor companies with cost-efficient, reliable supplier/contractors in the minority small business community.

If you're interested in participating in the MBE Mentor program, contact Pauline Coulter, Senior EO Analyst, at 617/854-1830 no later than March 15.

MHFA Honors Fletcher Wiley

FayFoto

MHFA Executive Director Steven Pierce and EO Operations Director Vivian Beard present Fletcher Wiley, President of the Boston Chamber of Commerce, with an appreciation award for his leadership and continuing commitment to the growth and development of Minority Business Enterprises.

Demo Dispo Progress

continued from page 1

three separate zones comprised of Demonstration properties and existing MHFA-financed properties.

Zone selection committees made up of Demonstration resident organization representatives and building owners and managers conducted their own evaluations, including proposal reviews, interviews, reference checks, and application scoring.

By creating zones that combine patrol plans for Demonstration and MHFA-financed properties, the new security plan reduces overall program-wide security costs by 21% while providing more targeted and efficient service.

Critical to the long-term preservation of this unique multi-site initiative is the financial support of MHFA-financed developments within the zones.Their support ensures the longevity of the program, contributes to the continued viability of the properties, and reduces the financial strain of the security program on the Agency by as much as 50%.

In addition to new zone-wide patrol plans, security will be enhanced through the use of a new Incident Reporting and Investigations Software (IRIS). This software will help MHFA staff analyze security needs, monitor officer locations and verify billing accuracy. The security package provides for the electronic transfer of all incident, maintenance and activity reports to MHFA on a daily basis. This information can be used to identify problems and trends, plan responses, monitor activity, and facilitate communication among security companies, MHFA Asset Management staff, HUD, owners, management agents and law enforcement agencies.

Grant Manor Receives Tax Credits

The Grant Manor Tenants Association (GMTA) was awarded $900,000 in annual Federal Low Income Housing Tax Credits. The tax credit award, which will assist GMTA in leveraging approximately $5.5 million in funds from private investors, will allow a more comprehensive revitalization of Grant Manor, a 180-unit development in the Lower Roxbury/South End neighborhood of Boston. The investment generated by the tax credits will provide a supplement to construction dollars. The tax credits are a tool to help preserve the affordability of the housing after the end of the 15-year Section 8 contracts and MHFA is encouraging all resident associations to apply for an upcoming Spring funding round.

Security Contract Awards

Zone 1 (Roxse, Camfield and Grant Manor)
Naratoone/Wackenhut Joint Venture

Zone 2 (Franklin Park I & II, SMS, Washington Heights, Theroch I, Academy Homes II, Granite Package V, Urban Edge properties, including Walnut-Washington, Cleaves Court and Dimock-Bragdon, Madison Park Village, Nuestra La Concha and Dudley Street Apts., the Taurus properties and the Cox Building, Gardner and Crawford House and other scattered-site buildings in the Dorchester Bay and Quincy Geneva BHP I parcels.)
Naratoone/Wackenhut Joint Venture

Zone 3 (Grove Hall, Theroch II, Fieldstone, Geneva, Washington Columbia and Codman Square I, The Columbia Road Properties and Cottage Brook, Lawrenceville, Infills, Boston Bay, Hope Bay, and Morant Bay, Quincy Geneva I and II, Fields Corner I, Lena Park I, 713 Dudley Street, and buildings in Dudley St. parcel.)
New World Security Associates

MHFA EO Staff to Monitor Joint Ventures

Joint ventures are an important tool for minority-owned businesses looking for opportunities to take on larger contracts and increase their experience. As reported in the fall issue of *CEO*, MHFA and the City of Boston's Minority & Women Business Enterprise Office have signed an agreement and are working together to certify joint business ventures bidding to win contracts for the HUD Demonstration Disposition Program. Since then, MHFA staff have developed criteria for monitoring joint ventures.

To verify, support and clarify that joint venture applications meet certification requirements and continue to meet those requirements throughout the contract period, MHFA staff will review initial application documents, interview the joint venture partners, and perform monthly site visits.

The key monitoring criteria includes:

• Ownership: The joint venture must demonstrate that the minority partners own at least 51% of the joint venture. Where there is multiple ownership, including minority and non-minority firms, the ownership of the minority firms must add up to at least 51%. This also means that the joint venture is structured so that the minority partners are entitled to and actually receive income and any other benefits from the joint venture in proportion to their ownership interest.

• Control: Three forms of control will be reviewed: financial, corporate and operational/managerial. These requirements ensure that the minority firm owner is the final authority and decision-maker in practice as well as in name.

• Independence: The joint venture must demonstrate that it is not dependent on, or affiliated with or influenced by any person, business enterprise or organization.

• Investments: EO staff monitoring will ensure that the joint venture was started with a contribution of assets from the minority firm of at least 51% of total assets.

• Ongoing Business: The firms making up the joint venture should be able to demonstrate that their revenue streams have begun or are about to begin and that substantial marketing activity is taking place. In addition, the joint ventures should demonstrate that firms own or lease the resources that are typical for businesses in the industry.

For more information on Joint Ventures, contact James Fortune, Minority Business Specialist, at 617/854-1829.

Tomaya Corporation:

Western Mass Company Makes a Clean Sweep

Earle Phillips

Company: *Tomaya Corporation : Pro-painting and Pro-Clean*
Location: *2110 Boston Road, Wilbraham, MA*
Phone: *413/596-8100*
Years in Business: *31*
Principals: *Ronald and Tomaya Porter*
Specialty: *Full service cleaning and painting for residential and commercial properties.*

MBE Snapshot:

Latex paint spilled on a living room carpet is a mess Ronald and Tomaya Porter are still living with. Though the stain is long gone, the legacy of the spill, the Tomaya Corporation, holding company for Pro-paint and Pro-cleaning, is going strong.

Ronald Porter, President, recalls, "As I was cleaning up the paint, I started to reminisce about the days I put myself through college cleaning carpets. My wife and I joked about how much it would have cost us to have a professional come in and clean up the mess. That's when we got the idea to start a cleaning business."

The Porters started booking jobs on weekends and evenings and pretty soon the business eclipsed Ron's full time job as an office equipment salesman. "It's had its ups and downs and twists and turns but we've managed to make a good living at it and put three daughters through college," said Ron.

Certified by the New England Minority Purchasing Council (NEMPC), Tomaya Corp. has serviced a variety of residential and commercial customers, Coca Cola and Digital among them. "Without certification, my life would be very different. Coca Cola first hired us because of the NEMPC certification."

In 1987, another opportunity came along that allowed them to further develop their business. "At the time I was thinking about getting into snow plowing," said Ron. "I approached Larry Tully of the Appleton Corporation. He said he didn't need anyone to plow but he did need to have some painting done. So I thought why not try it. So we did." The Tomaya Corp.'s first painting job was on an MHFA-financed development — McKinley House in Springfield.

Ron now promotes his business as a property management service company. "They're really compatible businesses," said Ron.

"We're in a service industry. It's important to remember that. You have to put your ego in your back pocket — if a customer doesn't like a job — go back and fix it. "

"In both cases (painting and cleaning) you're going into people's homes and moving their possessions around. You want to do it quickly and efficiently and with as little disturbance as possible."

Over the years, the Tomaya Corporation has built a good reputation for fast and efficient service.

"Tomaya Corp. really performs. If I have an apartment that has just been vacated and I need it for a new tenant tomorrow, they will do it," said Judy Kelly, Manager at Maple Commons, Springfield. "They really deliver."

"We're in a service industry," said Ron. "It's important to remember that. You have to put your ego in your back pocket — if a customer doesn't like a job — go back and fix it."

"I have a very simple notion that has worked for me — be on time. I can't tell you how many times I've gotten a job because someone else didn't return a phone call. We've never missed a deadline for completing a job on time."

As for the year ahead, Ron is looking forward to developing the business further. "Right now I'm taking Hank Turner's course through MHFA's business development program at the Minority Business Assistance Center. It's allowing me to focus on what's ahead. I'm good at sales but now I'm focusing on writing and carrying out a business plan. You're talking to someone who's very up on 1996. I'm looking forward to it!"

Taking it from the Top:

Claremont Management Company

Like most savvy business people, when Property Manager Judy Kelly looks for a contractor, she looks for the best possible vendor. Judy, who serves on MHFA's Western Mass. MBE Advisory Committee, said, "The vendors I use, I use not only to meet outreach goals, but because of the high quality of work they do."

Judy, who works for the Claremont Company, has managed the 173-unit Maple Commons since September 1994. Her philosophy of endorsing minority vendors comes from the top. Claremont Company President Charles Moran has been involved in mentoring minority vendors and regularly participates in trade fairs. Claremont Company regularly meets or exceeds their MBE goals.

" I urge MBEs to be persistent and to focus on their pricing strategy," he said. "It's important for them to sit down with property managers and gain an understanding about what they're looking for in terms of service and budget."

In her position, Judy Kelly has fostered that type of business relationship. Recently, she hosted a networking meeting for MBEs held in the Maple Commons community room — a room that had been designed by MBE vendor Marilyn Webb. " I was very proud of the space and of the work Marilyn had done for us," said Judy. " I was able to point to the room we were meeting in as an example of the quality work that is being done by MBE vendors. I encourage my colleagues to explore using minority vendors because I think they will find very often they are the best quality vendors. "

Earle Phillips

Judy Kelly (right), Property Manager for Maple Commons in Springfield, and Maribel Dones, Assistant Property Manager, promote the quality work done by western Mass. MBE vendors.Judy is a member of MHFA's Advisory Subcommittee of the Western Massachusetts Inner-City Task Force.

Trotter Institute

continued from page 2

A final report on the issues discussed at the forum is available from the Trotter Institute at the University of Massachusetts/ Boston, 617/287-5880.

The Trotter Institute was founded to serve black and other communities of color through applied research and technical assistance. The mission of the Trotter Institute includes meeting the needs of policy makers and public officials who require research and analysis for decision-making about issues related to areas such as education, housing, health, and economic development.

Western Massachusetts MBE Trade Fair Draws 125

Earle Phillips

Earle Phillips

Edgar Cintron, President of Alegre Construction, (top photo) and Glen Brown and Alexander Malloy of Brown's Lawncare and Landscape Services (photo below) were among the MBE vendors who exhibited at the Western Mass. MBE Trade Fair.

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ANSWERING SERVICE	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
	Whittier Terrace Assoc.	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
APARTMENT RENTALS	Hanover Woods	Harbor Mgmt. Corp.	Avis Sacchetti	(617)826-1185	3/1/96-5/30/96
APARTMENT TURNOVER	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
APPLIANCES	Savin Hill Apts.	C.M.J Mgmt. Co.	Angela Lopez	(617)288-5418	3/1/96-5/30/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413)596-8372	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508)755-6062	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
	Hebron Mill Apts.	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	5/15/96
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	5/15/96
	Falls View Apts.	Allandale Mgmt. Co.	V.E. Baldwin	(413)594-5113	3/1/96-5/30/96
ASPHALT	Riverboat	Meredith Mgmt. Corp.	Robert Brunelle	(413)532-9461	3/1/96-5/30/96
	Beacon Chatham West II	Beacon Residential Mgmt.	Neil Young	(508)580-1404	3/1/96-5/30/96
AUTO DOOR OPENERS	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
CARPENTRY	Norway Housing	Wingate Mgmt. Co.	Earl Henry	(617)236-1978	3/1/96-5/30/96
	Lord Manor	Weston Asoc. Mgmt. Co.	George Kay	(508)452-5575	Ongoing
	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
	John W. Weeks House	Newton Commty.Dev.	Karen A. Kita	(617)964-8644	3/30/96
	Riverboat Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Heritage Green	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Brookside Terrace	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Pierce House	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Highland Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Prescott Mill	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Jaclen Towers	Meredith Mgmt. Corp.	Frank Donahue	(508)927-6500	3/1/96-5/30/96
	Rolling Green-Milford	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Fall River	Meredith Mgmt. Corp.	Humberto Pavao	(508)678-9500	3/1/96-5/30/96
	Glenmeadow Apts.	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
	Westwood Glen	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
	Hampshire Pines Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Sargeant Arms Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Clark House	JCM Mgmt. Co.	Elizabeth Massey	(413)256-0141	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Co.	Joseph Thompson	(617)581-5100	Ongoing
	Pelham Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Academy Building	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Kent Village	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Weymouth Common East	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Stratton Hill Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Beacon Chatham West I	Beacon Residential. Mgmt.	Neil Young	(508)580-1404	5/30/96
	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
	Falls View Apts.	Allandale Mgmt. Co.	V.E. Baldwin	(413)594-5113	3/1/96-5/30/96
	Upton Inn	S-C Mgmt. Corp.	Kerri Furtado-Breen	(508)966-2460	3/1/96-5/30/96
	Beacon Chatham West II	Beacon Resid. Mgmt. Co.	Neil Young	(508)580-1404	3/1/96-5/30/96
CARPETING	Waterway Apts.	Wingate Mgmt. Co.	Joy H. Agnelli	(508)534-0390	3/1/96-5/30/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413)596-8372	3/1/96-5/30/96

As of March 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
CARPETING(CONT.)	Lord Manor	Weston Asoc. Mgmt. Co.	George Kay	(508)452-5575	Ongoing
	Bergen Circle Apts.	U.S. Housing Mgmt. Co.	Ted McNeil	(413)781-5010	3/1/96-5/30/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rolfe House	SHP Mgmt. Corp.	Sharon A Prity	(207)761-4521	3/1/96-5/30/96
	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	John W. Weeks House	Newton Community Develop.	Karen A. Kita	(617)964-8644	3/30/96
	Hamlet Townhouses	Newton Community Develop.	Corrin Wegielewski	(617)244-5196	3/1/96-5/30/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Riverboat	Meredith Mgmt. Corp.	Robert Brunelle	(413)532-9461	3/1/96-5/30/96
	Sargeant Arms Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Hampshire Pines Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Fulton Street Apts	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Kimball Court	JRM Mgmt. Co.	Brian Tittle	(617)935-4569	Ongoing
	Centerville Woods	Harbor Mgmt. Co.	Joanne Sweeney	(508)356-1199	3/1/96-5/30/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
	Cable Gardens	Harbor Mgmt. Co.	Joanne Sweeney	(508)356-1199	3/1/96-5/30/96
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
	Hampton Court	Federal Mgmt. Co.	Marks S. Fowles	(413)585-0020	3/1/96-5/30/96
	Chestnut Park Assoc.	Dolben, Inc.	Ken Sargent	(617)731-0900	3/1/96-5/30/96
	Savin Hill Apts.	CMJ Mgmt. Co.	Angela Lopez	(617)288-5418	3/1/96-5/30/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jill Ouellette	(508)852-2521	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Ramblewood Apts.	CMJ Mgmt. Co.	Marie Morreale	(617)767-3636	3/1/96-5/30/96
	Whittier Terrace	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Arlington Park	Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
	Rockledge Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
	Apple Village	American Properties, Inc.	Gail Bolton	(508)927-2606	4/1/96
	Essex Towers	American Properties, Inc.	Virginia Lynch	(508)686-0440	5/96
	Bellingham Sq.Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
	Hebron Village	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	Ongoing
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	Ongoing
	Hebron Mill Apts.	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	Ongoing
	Power Town Apts.	State Street Develop.	Sunda Mac Connell	(413)774-7561	Ongoing
CLEANING	Riverboat	Meredith Mgmt. Corp.	Robert Brunelle	(413)532-9461	3/1/96-5/30/96
	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96
	Kimball Court	JRM Mgmt. Co.	Brian Tittle	(617)935-4569	Ongoing
	Hampton Court	Federal Mgmt. Co.	Marks S. Fowles	(413)585-0020	3/1/96-5/30/96
	Whittier Terrace Assoc.	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Savin Hill Apts.	CMJ Mgmt. Co.	Angela Lopez	(617)288-5418	3/1/96-5/30/96
	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
COMPUTER MAINT.	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
CONSTABLE	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
CONSTRUCTION	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
COURTS	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
DECORATING	Taunton Woods	Peabody Properties	Albert Piatt	(508)880-0006	3/1/96-5/30/96
DOOR-LEVER ACTION 7	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
DOORS	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
ELECTRICAL	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
	Kent Village	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Weymouth Common East	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Stratton Hill Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Pelham Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Academy Building	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
ELECTRICAL SUPPLIES	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
ELECTRONIC DOORS	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
ELEVATOR MAIN.	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
	Bellingham Square Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
EMERGENCY PULL CORDS	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
EROSION	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413)733-1800	3/1/96-5/30/96
EXTERIOR STEEL STAIRS	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
EXTERMINATING	Mission Park	Cornu Mgmt. Co.	Mary Ellen Frazer	(617)566-0707	3/1/96-5/30/96
	Whittier Terrace Assoc.	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508)342-8688	Ongoing
FENCING	Bergen Circle Apts.	U.S. Housing Mgmt. Co.	Ted Mcneil	(413)781-5010	3/1/96-5/30/96
	Beachmont Apts.	Crowninshield Mgmt.	Barbara Gaudet	(617)593-5700	3/1/96-5/30/96
	Falls View Apts.	Allandale Mgmt. Co.	V.E. Baldwin	(413)594-5113	3/1/96-5/30/96
FIRE ALARM	Kings Beach Towers	Crowninshield Mgmt.	Joseph Thompson	(617)581-5100	Ongoing
	Mission Park	Cornu Mgmt. Co.	Mary Ellen Frazer	(617)566-0707	3/1/96-5/30/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413)863-9433	3/1/96-5/30/96
	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Rockledge Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
FIRE-EXITING INSPEC.	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508)342-8688	4/1/96
FLOORING	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Savin Hill Apts.	CMJ Mgmt. Co.	Angela Lopez	(617)288-5418	3/1/96-5/30/96
FLORIST	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Monatiquot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617)848-2400	3/10/96
FORMICA-REPAIR	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
FUEL	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
GENERAL CONTRACTOR	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
	Pelham Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Kent Village	Corcoran Mgmt. Co.	John Scopelletti	(617849-0011	3/1/96-5/30/96
	Weymouth Common	East Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Stratton Hill Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96

As of March 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
GEN.CONTRACT.(CONT.)	Academy Building	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
GREEN HOUSE	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
HEATING SERVICES	Whittier Terrace Assoc.	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
HOT TOP WORK	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96
	Westwood Glen	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
H.V.A.C. SERVICE	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413)732-4111	3/1/96
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
INSTALL.HANDICAP	Hebron Village	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	5/15/96
INSTALL.PLAYGROUND	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413)733-1800	3/1/96-5/30/96
INSTALL.WALLPAPER	Kimball Court	JRM Mgmt. Co.	Brian Tittle	(617)935-4569	Ongoing
INTERCOM	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rollingreen at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
IRRIGATION	Taunton Woods	Peabody Properties, Inc.	Albert Piatt	(508)880-0006	3/1/96-5/30/96
JANITORIAL	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Hampton Court	Federal Mgmt. Co.	Marks S. Fowles	(413)585-0020	3/1/96-5/30/96
	Apple Village	American Properties, Inc.	Gail Bolton	(508)927-2606	3/1/96-Ongoing
	Ashland Commons	American Properties Inc.	Terri Simmons	(617)881-3314	3/1/96-5/30/96
JANITORIAL SUPPLIES	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413)596-8372	3/1/96-5/30/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp .	Joseph Thompson	(617)581-5100	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508)755-6062	Ongoing
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413)863-9433	3/1/96-5/30/96
LANDSCAPING	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Mill House	State Street Develop.	Sunda MacConnell	(413)774-7561	Ongoing
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Taunton Woods	Peabody Properties, Inc.	Albert Piatt	(508)880-0006	3/1/96-5/30/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508)347-2200	3/1/96-5/30/96
	Prescott Mill	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Highland Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Pierce House	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Milford	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
LANDSCAPING (CONT.)	Riverboat Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Fall River	Meredith Mgmt. Corp.	Humberto Pavao	(508)678-9500	3/1/96-5/30/96
	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96
	Jaclen Towers	Meredith Mgmt. Corp	Frank Donahue	(508)927-6500	3/1/96-5/30/96
	Rolling Green-Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	3/1/96-5/30/96
	Hampshire Pines Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Sargeant Arms Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
	Hampton Court	Federal Mgmt. Co.	Marks S. Fowles	(413)585-0020	3/1/96-5/30/96
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413)733-1800	3/1/96-5/30/96
	Kings Beach Towers	Crowninshield Mgmt.	Joseph Thompson	(617)581-5100	Ongoing
	Mission Park	Cornu Mgmt. Co.	Mary Ellen Frazer	(617)566-0707	3/1/96-5/30/96
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	3/31/96
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508)755-6062	3/31/96
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	3/31/96
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	3/31/96
	Whittier Terrace	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508)342-8688	4/1/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Apple Village	American Properties, Inc.	Gail Bolton	(508)927-2606	4/1/96
	Ashland Commons	American Properties Inc.	Terri Simmons	(617)881-3314	3/1/96-5/30/96
LAWN TREATMENT	Bergen Circle Apts.	U.S. Housing Mgmt. Co.	Ted McNeil	(413)781-5010	3/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Clark House	JCM Mgmt. Co.	Elizabeth Massey	(413)256-0141	Ongoing
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508)342-8688	4/1/96
LEGAL SERVICES	Chestnut Park Assoc.	Dolben, Inc.	Ken Sargent	(617)731-0900	3/1/96-5/30/96
LINOLEUM	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
MAINTEN. SUPPLIES	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Chestnut Park Assoc.	Dolben, Inc.	Ken Sargent	(617)731-0900	3/1/96-5/30/96
	Kings Beach Towers	Crowninshield Mgmt.	Joseph Thompson	(617)581-5100	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	Ongoing
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508)755-6062	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
MASONRY	Waterway Apts.	Wingate Mgmt. Co.	Joy H. Agnelli	(508)534-0390	3/1/96-5/30/96
	Monatiquot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617)848-2400	3/10/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Spring
	Cable Gardens	Harbor Mgmt. Co.	Joanne Sweeney	(508)356-1199	3/1/96-5/30/96
	Chapman Arms	Cornu Mgmt. Co.	Nancy Finnerty	(617)864-7334	3/1/96-5/30/96
	Blake Estates I & II	Beacon Resident. Mgmt.	Maureen E. Stetson	(617)364-5277	4/30/96
	Anchorage	Barkan Mgmt. Co.	Sheila Spellman	(617)242-4515	3/1/96-5/30/96
	Bellingham Square Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96

As of March 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
MASONRY (CONT.)	Ashland Commons	American Properties Inc.	Terri Simmons	(617)881-3314	3/1/96-5/30/96
	Hebron Village	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	5/15/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413)863-9433	3/1/96-5/30/96
	Falls View Apts.	Allandale Mgmt. Co.	V.E. Baldwin	(413)594-5113	3/1/96-5/30/96
M.A.T.V. SYSTEMS	Kings Beach Towers	Crowninshield Mgmt.	Joseph Thompson	(617)581-5100	Ongoing
OFFICE COPIER	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
OFFICE SUPPLIES	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413)596-8372	3/1/96-5/30/96
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Riverboat	Meredith Mgmt. Corp.	Robert Brunelle	(413)532-9461	3/1/96-5/30/96
	Hampshire Pines Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Sargeant Arms Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Green Hill Tower	Cornerstone Corp.	Jane Hutchins	(508)755-6062	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
OFFICE EXPANSION	Oakwood/Bellingham	S-C Mgmt. Corp.	Kerri Furtado-Breen	(508)966-2460	3/1/96-5/30/96
PAINTING	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
	Waterway Apts.	Wingate Mgmt. Co	Joy H. Agnelli	(508)534-0390	3/1/96-5/30/96
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413)596-8372	3/1/96-5/30/96
	Trinity Village	Weston Assoc.	Janet Oshry	(508)587-1030	3/1/96-5/30/96
	Lord Manor	Weston Asoc. Mgmt. Co.	George Kay	(508)452-5575	Ongoing
	Mill House	State Street Develop.	Sunda Mac Connell	(413)774-7561	Ongoing
	Rolfe House	Shp Mgmt. Corp.	Sharon a. Prity	(207)761-4521	3/1/96-5/30/96
	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Middlebury Arms	Peabody Properties, Inc	Lena O'donnell	(508)947-7200	3/1/96-5/30/96
	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	John W. Weeks House	Newton Community Develop.	Karen A. Kita	(617)964-8644	3/30/96
	Hamlet Townhouses	Newton Community Develop.	Corrin Wegielewski	(617)244-5196	3/1/96-5/30/96
	Rolling Green-Fall River	Meredith Mgmt. Corp.	Humberto Pavao	(508)678-9500	3/1/96-5/30/96
	Rolling Green-Milford	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Jaclen Towers	Meredith Mgmt. Corp.	Frank Donahue	(508)927-6500	3/1/96-5/30/96
	Rolling Green-Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Ongoing
	Riverboat Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Heritage Green	Meredith Mgmt. Corp	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Pierce House	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Highland Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Prescott Mill	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PAINTING(CONT.)	Westwood Glen	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
	Hampshire Pines Apts	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Sargeant Arms Apts.	Marken Properties, Inc.	Lois Miller	(413)532-9943	3/1/96-5/30/96
	Madison Park III	Maloney Properties, Inc	Vuth Pich	(617)445-8338	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Kimball Court	JRM Mgmt. Co.	Brian Tittle	(617)935-4569	Ongoing
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Hampton Court	Federal Mgmt. Co	Marks S. Fowles	(413)585-0020	3/1/96-5/30/96
	Savin Hill Apts.	CMJ Mgmt. Co	Angela Lopez	(617)288-5418	3/1/96-5/30/96
	Kings Beach Tower	Crowninshield Mgmt. Corp	Joseph Thompson	(617)581-5100	Ongoing
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	3/31/96-Ongoing
	Green Hill Towers	Cornerstone Corp.	Jane Hutchins	(508)755-6062	Ongoing
	Worthy Apartments	Cornerstone Corp.	Nilsa Rodriguez	(413)736-2502	Ongoing
	Northern Heights	Cornerstone Corp.	Brenda Dean	(413)734-3276	Ongoing
	Kent Village	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Weymouth Common East	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Pelham Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Stratton Hill Apts.	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Academy Building	Corcoran Mgmt. Co.	John Scopelletti	(617)849-0011	3/1/96-5/30/96
	Ramblewood Apts	CMJ Mgmt. Co.	Marie Morreale	(617)767-3636	3/1/96-5/30/96
	The Regency Apts.	Claremont Mgmt. Corp.	Donna Derose	(508)996-3800	3/1/96-5/30/96
	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
	Blake Estates I & II	Beacon Residential Mgmt.	Maureen E. Stetson	(617)364-5277	5/30/96
	Whittier Terrace	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508)342-8688	Ongoing
	Bellingham Square Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
	Essex Towers	American Properties, Inc.	Virginia Lynch	(508)686-0440	4/96
	Apple Village	American Properties, Inc.	Gail Bolton	(508)927-2606	3/15/96-4/1/96
	Rockledge Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra Lesieur	(508)226-3457	5/15/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413)863-9433	3/1/96-5/30/96
PAVING	Highland Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Brookside Terrace	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Riverboat Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-220	3/1/96-5/30/96
	Rolling Green-Milford	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Heritage Green	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	3/1/96-5/30/96
	Jaclen Towers	Meredith Mgmt. Corp.	Frank Donahue	(508)927-6500	3/1/96-5/30/96
	Rolling Green-Fall River	Meredith Mgmt. Corp.	Humberto Pavao	(508)678-9500	3/1/96-5/30/96
	Chesnut Glen	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
	Wilkins Glen	McNeil Mgmt. Inc.	Michael Pasquino	(617)762-4800	3/1/96-5/30/96
	Summerhill Glen	McNeil Mgmt. Inc.	George Kelly	(617)762-4800	3/1/96-5/30/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
	Centerville Woods	Harbor Mgmt. Co.	Joanne Sweeney	(508)356-1199	3/1/96-5/30/96
	Beacon Chatham West I	Beacon Residential Mgmt.	Neil Young	(508)580-1404	5/30/96
	Beacon Chatham West II	Beacon Residential. Mgmt.	Neil Young	(508)580-1404	3/1/96-5/30/96
	Pine Estates	Beacon Residential Mgmt.	William Lewis	(508)584-3300	5/30/96
	Ashland Commons	American Properties Inc.	Terri Simmons	(617)881-3314	3/1/96-5/30/96
	Falls View Apts.	Allandale Mgmt. Co.	V.E. Baldwin	(413)594-5113	3/1/96-5/30/96
PLUMBING	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.T	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing

As of March 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PLUMBING (CONT.)	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)5294460	31/96-5/30/96
	Kings Beach Tower	Crowninshield Mgmt.	Joseph Thompson	(617)581-5100	Ongoing
	Beacon Chatham West I	Beacon Residential Mgmt.	Neil Young	(508)580-1404	3/31/96
	Beacon Chatham West II	Beacon Residential Mgmt.	Neil Young	(508)580-1404	3/1/96-5/30/96
	Blake Estates I &II	Beacon Resident.ialMgmt.	Maureen E. Stetson	(617)364-5277	Ongoing
	Whittier Terrace	Beacon Residential Mgmt.	Joseph L. Salvia	(508)791-1472	3/1/96-5/30/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
PLUMBING SUPPLIES	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
POOL SUPPLIES	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
POWER WASH/BLDG.	Ramblewood Apts.	CMJ Mgmt. Co.	Marie Morreale	(617)767-3636	3/1/96-5/30/96
PRINTING	King's Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617)581-7106	3/1/96-5/30/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
	King's Lynne Apts.	CMJ Mgmt. Co.	Karen O'Rourke	(617)581-7106	3/1/96-5/30/96
RAILINGS	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617)482-8925	3/1/96-5/30/96
REFURBISH/UNITS	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
RE-LINING	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
REMOVE MOSS	Valebrook Apts.	Shoreline Corp.	France Halloran	(508)681-9185	3/1/96-5/30/96
REPLACE REFRIG.	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
RE-STRIPING	Monatiquot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617)848-2400	3/10/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Essex Towers	American Properties, Inc.	Virginia Lynch	(508)686-0440	4/96
ROOFING	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413)732-4111	3/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Rolfe House	SHP Mgmt. Co.	Carol Robb	(617)593-7884	3/1/96-5/30/96
	Rolling Green-Fall River	Meredith Mgmt. Corp.	Humberto Pavao	(508)678-9500	3/1/96-5/30/96
	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96
	Rolling Green-Milford	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Pierce House	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Prescott Mill	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Riverboat Village	Meredith Mgmt. Corp.	Gary Laroche	(508)347-2200	3/1/96-5/30/96
	Rolling Green-Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	3/1/96-5/30/96
	Heritage Green	Meredith Mgmt. Corp.	Ed Merriam	(508)347-2200	3/1/96-5/30/96
	Dom Narodowy Polski	MB Mgmt. Co.	Marianne Pulaski	(413)592-0686	3/1/96-5/30/96
	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Beachmont Apts.	Crowninshield Mgmt.	Barbara Gaudet	(617)593-5700	3/1/96-5/30/96
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	4/30/96
	Beacon Chatham West I	Beacon Resid.ential Mgmt.	Neil Young	(508)580-1404	4/30/96
	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
	Rockledge Apts.	American Properties, Inc.	Kathryn Flaherty	(617)246-1350	3/1/96-5/30/96
SCREEN REPLACEMENT	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
SCREEN REPLACE. (CONT.)	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
SEAL COATING	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Taunton Woods	Peabody Properties	Albert Piatt	(508)880-0006	3/1/96-5/30/96
	Essex Towers	American Properties, Inc.	Virginia Lynch	(508)686-0440	4/96
	Monatiquot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617)848-2400	3/10/96
SECURITY	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
SHOWERRMS.HANDICAP.	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
SIGN MAKING	Madison Park III	Maloney Properties, Inc.	Vuth Pich	(617)445-8338	3/1/96-5/30/96
SNOW REMOVAL	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Beacon House	Rogerson Communities	Gerda Conant	(617)523-8295	3/1/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
	Monatiquot Village	Peabody Properties, Inc.	Glenn Jolicoeur	(617)848-2400	9/15/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
SNOW REMOV.SUPPLIES	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
SPRINKLERS	Catherine Clark	Peabody Properties, Inc.	Kathy Ussleman	(617)282-6554	3/1/96-5/30/96
	Borden Place Apts.	Peabody Properties, Inc.	Patricia V. Stinson	(508)673-8410	3/1/96-5/30/96
STAINING	Beacon Chatham West I	Beacon Residential Mgmt.	Neil Young	(508)580-1404	3/31/96
	Beacon Chatham West II	Beacon Residential Mgmt.	Neil Young	(508)580-1404	3/1/96-5/30/96
	Pine Estates	Beacon Residential Mgmt.	William Lewis	(508)584-3300	5/30/96
STRIPING	Middlebury Arms	Peabody Properties, Inc.	Lena O'Donnell	(508)947-7200	3/1/96-5/30/96
SWIM. POOL REPAIR	Rolling Green at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Spring
TILING	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra Lepore	(413)789-1131	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
TOWING	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
TRASH REMOVAL	Riverboat	Meredith Mgmt. Corp.	Robert Brunelle	(413)532-9461	3/1/96-5/30/96
	Rollingreen at Amherst	Meredith Mgmt. Corp.	Fran Mileski	(413)253-3000	Early Spring
	Kings Beach Towers	Crowninshield Mgmt. Corp.	Joseph Thompson	(617)581-5100	Ongoing
	Lincoln Village	Cornerstone Corp.	Jill Ouellette	(508)852-2521	3/31/96
	Linden Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Michael's House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Holyoke Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Elmwood Towers	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Berkshiretown	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Sycamore House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Prospect Heights	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
TRASH REMOV.(CONT.)	Joseph House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
	Mckinley House	Appleton Corporation	Katri Walker	(413)536-8048	3/1/96-5/30/96
TREE CUTTING	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
TUB REFINISHING	Blake Estates I &II	Beacon Residential Mgmt.	Maureen E. Stetson	(617)364-5277	Ongoing
UNIFORMS	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
VINYL SIDING	Arlington Park	Arlington Park Mgmt. Co.	Clarence Brien	(508)688-2870	3/1/96-5/30/96
VISUAL ALARM	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
WALL COVERING	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
WATER PROOFING	Castle Square Apts.	Winn Mgmt. Co.	Donald Willis	(617)426-5517	3/1/96-5/30/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617)598-5564	3/1/96-5/30/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
	Academy Knoll Apts.	American Properties Inc.	Kerrie Mac Quarrie	(508)481-2330	4/15/96
WINDOWS	Waterway Apts.	Wingate Mgmt. Co.	Joy H. Agnelli	(508)534-0390	3/1/96-5/30/96
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413)732-4111	3/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	713-Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617)424-1300	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Joseph Barnes	(617)871-2323	Ongoing
	Brookside Terrace Apts.	Meredith Mgmt. Corp.	David Bennett	(508)764-7675	3/1/96-5/30/96
	Brighton Garden Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-6969	3/1/96-5/30/96
	Fulton Street Apts.	Lombardi Corp.	Louis M. Lombardi	(617)254-7721	3/1/96-5/30/96
	Millhaus Apts.	Harbor Mgmt.	Everett Lapierre	(508)529-4460	3/1/96-5/30/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617)783-4271	Ongoing
	Brownstone Gardens	Carr Property Mgmt. Co.	Jessica Dziurzynski	(413)525-4596	3/1/96-5/30/96
	Apple Village	American Properties, Inc.	Gail Bolton	(508)927-2606	5/1/96
	Power Town Apts.	Allen Mgmt. Co.	Sharon Cottrell	(413)863-9433	3/1/96-5/30/96
	Hadley West Apts.	Peabody Properties, Inc.	Betty Hansen	(508)373-9571	3/1/96-5/30/96

As of March 1996

(List does not include Demonstration Disposition Program Opportunities)

CEO Calendar: Looking Ahead

New Bedford Five Week Business Development Seminar Series

Wednesday evenings
March 27 to April 24, 1995
7:00 p.m. to 9:00 p.m.
For information call Pauline Coulter, Senior Equal Opportunity Analyst at *(617) 854-1830.*

Save this date!

Boston MBE Trade Fair

Tuesday April 23, 1996
4:00 - 8:30 p.m.
Braintree Sheraton Tara Hotel
For more information contact:
EO Senior Analyst
Gustavo Vara Billota at
(617)854-1827.

Coming Soon . . . to the Springfield Area: Cost Estimating & Business for Contractors

MHFA is sponsoring an eight-week business course for contractors that will begin in March. For more details, contact Ken Thompson in MHFA's Equal Opportunity Department at 617/854-1826.

CATA Loans Available

The Collateral and Technical Assistance (CATA) Loan Program offers minority- and women-owned businesses a variety of opportunities and benefits.

Among the program's features:

• Lines of Credit of up to $50,000, based on contracts with the Demonstration Disposition Program.

• Technical assistance to firms receiving financing.

• The opportunity to establish a financing track record. CATA targets companies that would not qualify for financing from a conventional lender.

• Businesses can also pre-qualify for a CATA loan, which can be closed when they receive a Demonstration Disposition contract.

The CATA Loan Program is a collaborative effort with the Massachusetts Community Development Corporation (CDFC), the Massachusetts Minority Enterprise Investment Corporation (MEIC), and MHFA.

For more information contact:
Demetriouse Russell, Project Manager
Collateral & Technical Assistance Loan Program
10 Post Office Square, Suite 1090
Boston, MA 02109
(617) 482-9141, ext.232

Challenging Equal Opportunity

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108

William F. Weld *Governor*
Paul Cellucci *Lt. Governor*
Michael J. Dirrane *Chairman*
Steven D. Pierce *Executive Director*
Thomas R. Gleason *Deputy Director*
Wilson Henderson *Director of Equal Opportunity*

Call (617) 854-1820 regarding CEO mailings or story ideas.

A Service of the Massachusetts Housing Finance Agency, in cooperation with the Executive Office of Communities and Development

June 1996

A Newsletter for Minority Business Enterprise Vendors and Property Management Professionals

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Challenging Equal Opportunity

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On the Move...

Relocation Contracts Awarded

MHFA recently awarded relocation contracts to vendors who will carry out the temporary relocation of more than 1,100 families whose apartments will be rehabilitated through the Demonstration Disposition Program. Relocation requirements will vary greatly and are expected to range from Fieldstone Apartments — where no long-term relocation will be required — to Camfield Gardens where relocation of 18 months or more may be needed.

(continued on page 2)

Are you MBE Certified? Why Not? Don't Miss Out on Opportunity!

See page 3 for details on how to get certified to compete for Demonstration Disposition Contracts.

© Linda Haas Photo

Marie Allen of Grant Manor and her daughter Tyesha, one of Marie's three children, are among the 1,197 Demonstration Disposition families that will be relocated while their apartments are rehabilitated. The Allen family's experience throughout the Demonstration will be chronicled in the South End News. *This photo first appeared in a March 21* South End News *article written by Mary Ellen Polson and is reprinted here with the permission of the* South End News.

Demo/Dispo Moves Toward Groundbreaking

The federal Demonstration Disposition Program moved a step closer to groundbreaking with MHFA's invitation for construction bids for the Fieldstone Apartments. Fieldstone is the first of the ten federally-held housing complexes expected to start construction under the federal Demonstration Program.

The Demonstration is expected to yield significant business opportunities to the local economy. Since the

(continued on page 5)

MHFA Earns Greater Roxbury Chamber of Commerce Award

FayFoto

MHFA Executive Director Steven Pierce (l) recently accepted an award from the Greater Roxbury Chamber of Commerce. The award recognized MHFA for its MBE outreach efforts, such as the annual MBE Trade Fairs in Boston and Springfield. Mr. Pierce is pictured here at the recently-held Boston area MBE Trade Fair along with Boston City Councilor Charles Yancey (c), and MHFA Equal Opportunity Director Wilson Henderson (r).

Relocation Begins

(continued from page 1)

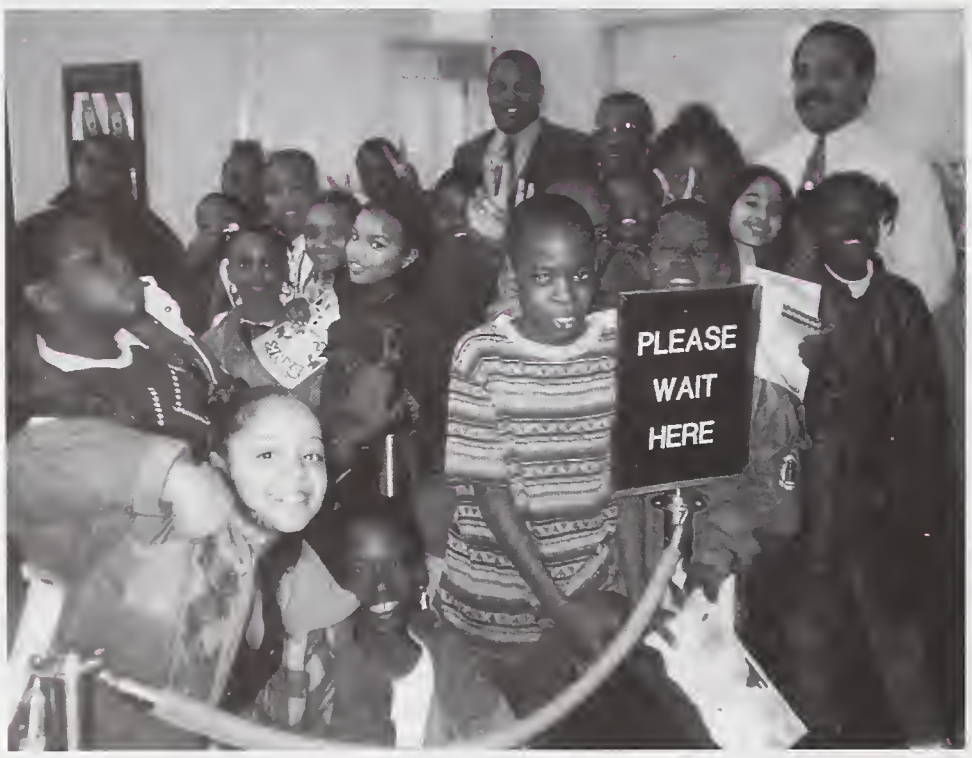
The relocation contracts have been awarded as follows:

- Consulting Diversified Inc. to relocate residents living in Franklin Park and Theroch Apartments.
- Cruz Management Company, Inc. to relocate tenants from Camfield Gardens, Grant Manor, and Roxse Homes.
- GCP, Inc., a joint venture of Gibraltar Associates and Veterans Benefits Clearinghouse to work with residents of Washington Heights and the combined properties of Sonoma, Maple, Schuyler.
- Peabody Properties, Inc. to work with residents from Fieldstone, Geneva, and Grove Hall Apartments.

These companies will coordinate the planning and relocation of residents living in Demonstration Disposition properties while the units are being rehabilitated. Brian DeLorey, Director of MHFA's Multi-Family Asset Management Division, said "One of the first tasks of the relocation consultants will be to meet individually with each household to assess individual needs and situations. Relocation schedules will then be developed based on these meetings, as well as construction plans and schedules. Cruz Management, for example, held a meeting recently with the Camfield Gardens residents as well as a representative of the Boston Public Schools who was on hand to address residents' concerns about school assignments."

MHFA staff, residents, and HUD officials are working to minimize the amount of off-site relocation during construction through a phased approach to rehabilitation. ■

MHFA and Boston Bank of Commerce Invest in the Future



Planting the seeds of good money habits, MHFA provided 21 students from the Quincy E. Dickerman School in Dorchester with $25 each to open their own bank accounts. The fourth-grade students opened bank accounts at the Boston Bank of Commerce, New England's only minority-owned bank. While at the bank, the students met with Boston Bank of Commerce's Chairman of the Board, Kevin Cohee (center, back row), and Vice President and Commercial Loan Officer, James Mundy (far right). Sponsored through MHFA's STARR (Striving Toward Academic Recognition and Respect) Mentor Program, the trip to the bank not only provided an introduction to banking, but also offered valuable role models for the minority students.

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108-3110
(617) 854-1000
EQUAL HOUSING OPPORTUNITY

CEO Credits: Layout Design: The Type Phase Masthead & Headline Design: Powell Advertising and Design, Inc. Printing: Direct Printing & Graphics

When Opportunity Knocks, Be Ready: Get Certified!

In today's highly competitive marketplace, companies need all the help they can get in identifying business opportunities and winning contracts. Certification for minority- and women-owned business enterprises (MBE/WBE) is one tool that can lead to business opportunities.

Certification expands market opportunities by allowing companies to participate in affirmative business opportunity programs throughout the state. In Massachusetts, there are several options for MBE/WBEs wishing to get certified to compete for MHFA-generated business. The three agencies that can certify a company are: The State Office of Minority and Women Business Assistance, the New England Minority Purchasing Council, and the City of Boston Minority & Women Business Enterprise Office.

The State Office of Minority and Women Business Assistance (SOMWBA)

SOMWBA, an agency within the Massachusetts Executive Office of Economic Affairs (EOEA), fosters and supports the growth and development of certified minority- and women-owned business enterprises, and minority- and women-controlled nonprofit organizations. Specifically, the agency offers services in certification, business assistance, and advocacy. To become SOMWBA-certified, principals must own and control at least 51% of the business, be actively involved in the business, and meet other state regulations. For more information on SOMWBA certification, call 617/727-8692, 100 Cambridge Street, Boston, MA 02202, http://www.magnet.state.ma.us/somwba/home.htm.

The New England Minority Purchasing Council (NEMPC)

NEMPC is a nonprofit corporation established in 1974 to foster the development, expansion, and success of minority business enterprises, primarily in the private sector. NEMPC assists its members in establishing MBE purchasing programs and certifies minority-owned businesses as bona fide MBEs. The council's constituents include a membership comprising more than 200 of the area's largest corporations and institutions and 500 certified MBEs. For more information, call NEMPC, 617/578-8900, 4 Copley Place, Suite 125, Box 145, Boston, MA 02116.

The City of Boston Minority & Women Business Enterprise Office (M/WBE Office)

Minority- and women-owned contracting firms wishing to work on City of Boston construction projects should be certified by this office. In addition to making it easier to compete for City of Boston construction projects, certification by this office offers business development and networking support. For example, the City of Boston publishes its own directory of City-certified M/WBEs. The directory lists more than 600 businesses in more than 80 different categories of business. The directory is distributed to all City departments and is given out on request to other government agencies, private companies, and general contractors.

The office provides technical assistance and referrals and sponsors two trade fairs each year to which all City-certified businesses are invited to meet face-to-face with liaisons from City departments. For more information, call the City of Boston Minority & Women Business Enterprise Office, 617/635-3720, One City Hall Plaza, Room 800, Boston, MA 02201. ■

Joint Venture Certification for Work on Demonstration Disposition Contracts

Joint business ventures between minority- and majority-owned businesses working on MHFA Demonstration Disposition contracts can be certified by the City of Boston Minority & Women Business Enterprise Office. The City is working with MHFA's Equal Opportunity Division to review and monitor joint venture agreements. The goal of the process is to verify, support, and clarify that the joint venture meets the certification criteria and that the joint venture continues to meet the criteria throughout the term of the contract.

An application should be submitted to the City of Boston, with a copy to MHFA, at least 65 business days prior to a competitive bidding due date. Be sure to advise the City that you will be bidding on the Demonstration Disposition Program, and your application for certification will be fast-tracked through the review process on a first-come, first-served basis. MHFA staff will schedule and conduct a site visit during the fast-track process and will forward their findings and recommendation to the City.

For more information, contact MHFA Small and Minority Business Officer, James Fortune at 617/854-1829 or the City of Boston Minority & Women Business Enterprise Office at 617/635-3720.

Keeper of the Flame Helps to Promote MBE Businesses

The Collateral and Technical Assistance (CATA) Loan Program was created to assist MBEs competing for contracts in the Demonstration Disposition Program. Demetriouse Russell is the CATA Loan Project Manager. He was educated at Morehouse College and the London School of Economics and plans to attend Harvard Business School in January 1997. He recently was named one of Boston's ten outstanding young leaders by the Boston Jaycees and has been selected to participate in the Olympic torch relay on the Boston segment of the torch's journey to the Olympic games in Atlanta this summer.

Demetriouse Russell is a man with a mission. Chosen to carry the Olympic torch on a segment of its journey to the Olympic Games, Demetriouse, Project Manager for the CATA Loan Program, is also the keeper of the flame for MBEs in search of business opportunities in Boston's inner city.

"I was a history major at Morehouse College and was compelled by the economic impact of slavery," said Demetriouse. "That is why I became so interested in the field of economic development — to help level the playing field. This is more than a job to me — it is a mission."

A former commercial lender with the Bank of Boston, Demetriouse characterizes his professional development as going from "...being a person of suggestions to a person of decisions..." His role with CDFC and MHFA is an entrepreneurial one. "CATA Loan was a new program when CDFC President Milton Benjamin had the confidence in me to manage the program," said Demetriouse. "I really appreciate that opportunity." The program is a collaborative effort between the Massachusetts Community Development Finance Corporation (CDFC), the Massachusetts Minority Enterprise Investment Corporation (MEIC) and MHFA. CDFC and MEIC each contributed $250,000 to create a $500,000 loan pool for the program. MHFA is providing a $100,000 loan-loss reserve and supporting the program's administrative staff. Since its inception, the CATA Loan Program has lent a total of $400,000 to eight MBE/WBE firms. Of the eight, five have already repaid their loans. "We have not lost one loan — that's pretty remarkable considering that the conventional lenders consider these customers high risk."

Demetriouse expects the number of loan applications to increase as construction begins on the Demonstration Disposition Program. Among the program's success stories is Paragon Development Enterprises, headed by Roger Matthews. This lead abatement company was the first CATA Loan borrower. The company has since completed its first MHFA contract and has taken on two additional contracts.

"I became interested in the field of economic development — to help level the playing field. This is more than a job to me — it is a mission."

Demetriouse Russell
CATA Loan
Project Manager

In addition to providing flexible financing, the program provides technical assistance. William Caines, a landscape architect and the only African American landscape architect in New England, also received a CATA Loan. He is working on the landscape layout for four of the Demonstration Disposition Properties. "The technical assistance was very helpful to me," said Mr. Caines. "As a result of the assistance I received, I have incorporated and have established overhead rates that I am using to bid on other contracts."

"The technical assistance component of the program is very important to the success of the customers," said Demetriouse. "The most common forms of assistance we provide involve financial reporting, marketing assistance, dealing with rapid growth, and how to prepare a bid. Preparing a bid is sometimes the most difficult thing that a new contractor has to do. A lot of times, they underestimate the time and materials needed to complete a job and often they're lucky if they break even."

Being in an entrepreneurial position himself, Demetriouse has a good understanding for the start-up firms he is trying to help get a piece of the action as the Demonstration Disposition Program takes off. "The time is ripe for the economic viability and long-term stability of these communities,"said Demetriouse. "It's important that MBEs don't squander this opportunity. They need to be prepared to compete for those contracts and to work for themselves."

For CATA Loan Program eligibility, see page 7. For further information, contact: Demetriouse Russell, Project Manager, Collateral and Technical Assistance Loan Program, 617/482-9141 ext. 232, 10 Post Office Square, Suite 1090, Boston, MA 02109.

Independent Managers, Inc. Looks Close to Home for Vendors

Sandra Blackman, President of Independent Managers, Inc., (IMI) understands the challenges of the small business entrepreneur. "It's a big jump to go from having the skills and the knowledge necessary to do a job and actually running the business," she said. "Having to develop the business and work the business at the same time is tough."

Independent Managers, Inc. was established in 1977, employs 58 people, and manages more than 600 units of MHFA-financed housing and 1,400 units of housing overall. Most of the housing is in the inner city. "Most of our properties are in the inner-city areas and our staff and vendors reflect the diversity of the various communities," said Sandra. "Many of our recommendations for vendors come from staff or residents. In fact, we have had vendors who are residents. For example, we recently contracted with one resident to restripe the parking lot at one of our properties and are considering contracting with him for work at other sites."

Sandra Blackman, President Independent Managers, Inc.

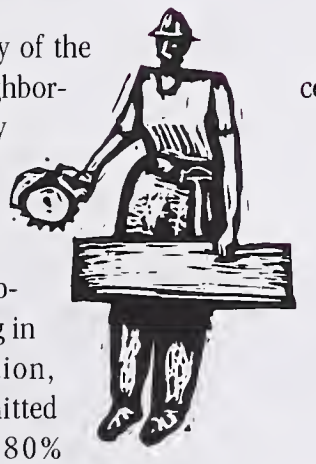
In addition to finding MBE contractors through word of mouth, Sandra also attends MHFA's MBE Trade Fair. "The Trade Fair is very helpful," she said. "It's good to meet person to person — to have a face that goes with a voice on the telephone."

A key to being considered for a contract with Independent Managers is responsiveness. "As with any contractor, it's important to show up when you say you're going to show up," said Sandra. "Of course, pricing is always important, as is the quality of work, and an overall professional attitude of all the staff. Independent Managers strives to develop long-term relationships with dependable contractors."

MBEs interested in finding out about contract opportunities with Independent Managers can call 617/442-6828. ■

Demo/Dispo Nears Construction Phase

(continued from page 1)



economic stability of the surrounding neighborhoods will play a central role in determining the long-term success of the properties participating in the Demonstration, MHFA has committed to achieving 80% minority business participation in Demonstration contracts.

As part of its efforts to achieve the 80 percent MBE goal, MHFA has divided the work needed on the ten Demonstration developments into 16 separate construction packages and has developed a bid scoring system designed specifically for Demonstration contract bids. Since many of the properties will be renovated in phases, the Agency has instituted a phased bonding program to expand opportunities for small contractors.

The bid scoring evaluates bids on certain requirements including:

- the bid amount,
- the contractor's experience with comparably-sized projects,
- the percentage of contract dollars awarded to MBE general contractors or subcontractors, and
- experience with residential inner-city properties.

"The new bid scoring system better addresses the multiple Demo/Dispo Program goals of local business development, minority participation, and effective cost management practices," said MHFA Executive Director Steven Pierce. "These and other modifications, particularly those surrounding bonding, greatly enhance opportunities for minority businesses to participate in the Demonstration Disposition Program."

© Greig Cranna

Fieldstone Apartments on Blue Hill Avenue in Dorchester will be the first Demonstration Disposition property to undergo renovation.

Construction is scheduled to begin on Fieldstone in the summer. To be placed on MHFA's Demo/Dispo construction bid list, contractors need to complete a Contractor Survey Form. The forms are available from MHFA's Design and Technical Department and can be obtained by calling 617/854-1714. ■

MBE Trade Fair is a Hit!

FayFoto

MHFA's Annual Trade Fair was attended by more than 350 participants. The fair promotes business opportunities for WBEs and MBEs by bringing them together with property managers from MHFA-financed housing developments.

FayFoto

MHFA's and FDIC's 6th Annual Trade Fair was attended by more than 350 participants. The fair promotes business opportunities for WBEs and MBEs by bringing them together with property managers from MHFA-financed housing developments. In addition to women and minority providers of goods and services, this year's fair included construction contractors.

MHFA Board Member and Executive Director of the Madison Park Development Corporation Danette Jones said, "The Trade Fair is a very important outreach and business tool. The Agency has had a lot of success with its fairs and I'm glad to see them continue."

Trade fair participants were also pleased with the annual event. Kathy Zoll, President of World Wide Drying, said, "Thank you for inviting my company and Smith Realty Enterprises to your trade fair...I personally obtained a fistful of follow-up cards and each one of them seems to be a quality lead. They all want a more in-depth presentation for their staff, and that spells success."

Leland Brockington, President of New Brock International, a painting and cleaning company, said, "We at New Brock appreciate the hard work put forth to make the Trade Fair a glowing success. Your staff offered assistance, advice, and facilitated communication between providers and users of services and products."

MHFA's Equal Opportunity Division will follow up to determine how many contracts were actually generated from contacts made at the fair. ■

FayFoto

MHFA's Senior Equal Opportunity Analyst Pauline Coulter welcomes a participant to the 6th Annual Trade Fair at the Sheraton Tara Hotel in Braintree.

Close to 80 M/WBE providers of goods and services are listed in the Trade Fair's Company Profile directory. For a copy of the booklet, call MHFA's Equal Opportunity Division at 617/854-1820.

Far right: Phil Crutchfield of the FDIC talks to a vendor at the fair.

FayFoto

FayFoto

From the Mailbox...

Once again, through the support of the Massachusetts Housing Finance Agency, I've been able to double my gross sales this past year. Participation in the New Bedford Vendor's Fair two years ago ignited relationships with two of the larger management companies in the area. The knowledge acquired through the MHFA seminars has helped strengthen those relationships, making it mutually beneficial for these companies to continue doing business with me.

I've listened to the speakers you've selected and have used the information as guidance to reach my goals, without expecting a handout from MHFA or anyone. The information available through MHFA is all I have needed to increase my business potential. I have moved from a home-based business to renting property, to purchasing my own business property through your guidance.

I am currently at the threshold of expanding to higher heights than I ever expected in such a short time. So, to reassure myself, I enrolled in your five-week seminar series at U-Mass Dartmouth. Through this course, you have introduced me to Mr. Steinert, who has volunteered to mentor me. He has already shed light on a few areas which could save me money and push my business forward. He has offered to coach me by analyzing my business, in an effort to correct any overlooked or underestimated attributes, and point out where I'm lacking, in an effort to reach goals I have only remotely considered.

It is with deep appreciation that I write this letter of thanks. MHFA has opened so many doors for me. I am forever grateful.

Sincerely,

Jeffrey M. Ollivierre
President, Jeff Ollivierre's Carpets

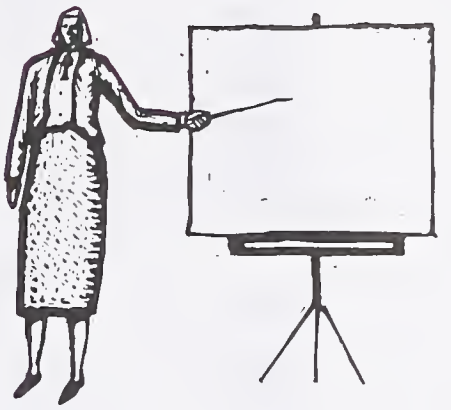
The Collateral and Technical Assistance Loan Program

To be eligible for the CATA Loan Program, a firm must meet the following criteria:

- Has a contract to work in the HUD Demonstration Disposition Program;
- Is or will be certified as a minority business enterprise (MBE) or a woman business enterprise (WBE) by one of three agencies: The State Office of Minority and Women Business Assistance; the City of Boston Minority & Women Business Enterprise Office; or the New England Minority Purchasing Council; and
- Fulfills other criteria as requested in the business loan application.

If you anticipate working on the Demonstration Disposition Program but have no contract now, you are strongly urged to become pre-qualified. For more information, contact Demetriouse Russell at 617/482-9141 ext. 232.

MHFA Sponsors W/MBE Business Development Seminars



MHFA's Equal Opportunity Division has provided more than 40 Minority- and Women-owned businesses with business development training seminars in two areas of the state — New Bedford and Springfield.

The New Bedford Training series, held in late March and throughout the month of April, focused on preparing competitive bids, business planning, marketing, bonding, and insurance.

The Springfield seminar series, held at the MHFA-financed Maple Commons housing development in Springfield, also focused on cost estimating, bidding on contracts, job performance, billing, and insurance. For more information on MHFA's Business Development Seminars, contact MHFA Senior Equal Opportunity Analyst Pauline Coulter at 617/854-1830. ■

Earle Phillips

(l–r) Orlando Wright of Creative Construction and Improvement receives a certificate and congratulations from MHFA Equal Opportunity Director Wilson Henderson after completing MHFA's Springfield Business Development Seminar Series. Pictured with Mr. Wright and Mr. Henderson are Joan Belt, retired from MHFA, and Senior Equal Opportunity Analyst Pauline Coulter.

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ALARMS	Rockdale Commons	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
	Washington House	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Blake Estates I & II	Beacon Residential Mgmt.	Maureen E. Stetson	(617) 364-5277	6/1/96-9/1/96
APPLIANCES	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	Ongoing
	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	Ongoing
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	6/1/96-9/1/96
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Catherine Clark Apts.	Peabody Properties, Inc.	Kathy Usselman	(617) 282-6554	6/1/96-9/1/96
	Mt. Pleasant Apts.	Peabody Properties, Inc.	Laurie McPherson	(617) 623-5810	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Peg Mileski	(413) 253-3000	Ongoing
	Riverboat Village	Meredith Mgmt. Co.	Robert Brunelle	(413) 532-9461	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Hilltop Garden Apts.	MB Management Co.	Jeannette Elsevier	(508) 534-6349	6/1/96-9/1/96
	Brighton Gardens Apts.	Lombardi Corp.	Louis M. Lombardi	(617) 254-7721	Ongoing
	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	The Louis Barett Resid.	Harbor Mgmt. Corp.	Diane Mahoney	(617) 592-4029	6/1/96-9/1/96
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	9/1/96
	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	Ongoing
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	6/1/96-9/1/96
	Hebron Mill	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	6/1/96-9/1/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
ASPHALT	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ships Watch	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Riverboat Village	Meredith Mgmt. Co.	Robert Brunelle	(413) 532-9461	6/1/96-9/1/96
AUDITING SERVICE	Brighton Gardens Apts.	Lombardi Corp.	Louis M. Lombardi	(617) 254-7721	Ongoing
AWNING	Cefalo Memorial Complex	MB Management Co.	Kevin Plourde	(617) 662-0223	6/96
BALCONY REPAIRS	Hilltop Garden Apts.	MB Management Co.	Jeannette Elsevier	(508) 534-6349	6/1/96-9/1/96
BENCHES	Waterview Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
BLACKTOP REPAIRS	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	Ongoing
BOILERS	Columbia Bay Towers	MB Management Co.	Carol Riley	(617) 268-4821	6/96-8/96
BRAILLE SIGN WORK	Waterview Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
BUILDING SUPPLIES	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
CARPENTRY	Rolling Green at Amherst	Meredith Mgmt. Co.	Fran Mileski	(413) 253-3000	Ongoing
	Fairweather Apts.	MB Management Co.	Arthur Richardson	(508) 744-7835	9/1/96
	Lincoln Woods	Maloney Properties	Mary S. Gonsalves	(617) 259-0150	6/1/96-9/1/96
	Clark House	JCM Management Co.	Elizabeth Massey	(413) 256-0141	Ongoing
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413) 733-1800	6/1/96-9/1/96
	Waterview Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
	Ramblewood Apts.	CMJ Management Co.	Marie Morreale	(617) 767-3636	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Blake Estates I & II	Beacon Residential Mgmt.	Maureen E. Stetson	(617) 364-5277	6/1/96-9/1/96
	Brayton Hill Apts.	Allen Management Co.	Wendy Goodwin	(413) 633-3645	6/1/96-9/1/96
CARPETING	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	Ongoing
	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	6/1/96-9/1/96
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Briston Arms	Sullivan Associates	Robert M. Sullivan	(617) 868-2400	6/1/96-9/1/96
	Independence Manor	St. Frances Of Assisi	Diane McDermott	(617) 848-8383	6/1/96-9/1/96
	Mill House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Crystal Park	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Littlebrook	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Seabury Heights	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Binnall House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Peters Grove	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Rolfe House	SHP Management Co.	Nancy Hearne	(617) 593-7884	7/1/96
	Upton Inn	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Oakwoods	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
	Heritage Green	Meredith Mgmt. Co.	Ed Merriam	(508) 347-2200	6/1/96-9/1/96
	Chestnut Gardens Apts.	MB Management Co.	Cheryl Bellerose	(617) 592-1246	6/1/96-9/1/96
	Laurel Ridge	MB Management Co.	Judy Parks	(508) 764-1474	6/1/96-9/1/96
	Liberty Place Apts.	MB Management Co.	Rosanna Cormier	(617) 986-0600	7/15/96
	Hilltop Garden Apts.	MB Management Co.	Jeannette Elsevier	(508) 534-6349	6/1/96-9/1/96
	Highland House Apts.	MB Management Co.	Patricia Taylor	(617) 961-4047	8/31/96
	Brighton Gardens Apts.	Lombardi Corp.	Louis M. Lombardi	(617) 254-7721	Ongoing

As of June 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
CARPETING (cont.)	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Kimball Court Apts.	Joseph R. Mullin Co.	John Zorronello	(617) 933-9900	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Hanover Woods	Harbor Mgmt. Corp.	Avis Lindsay Sacchetti	(617) 826-1185	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413) 733-1800	6/1/96-9/1/96
	Waterview Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	Ongoing
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	Ongoing
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	Ongoing
	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	Ongoing
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	Ongoing
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	Ongoing
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	Ongoing
	Stratton Hill Park	Corcoran Mgmt Co.	John Scopelleti	(617) 849-0011	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Maple Commons	Claremont Mgmt. Co.	Sergio Dierra	(413) 734-7771	6/1/96-9/1/96
	Solemar Apts. I & II	Claremont Mgmt. Corp.	Valerie J. Alves	(508) 997-6585	6/1/96-9/1/96
	Buttonwood Acres	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Rockdale West	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Anchorage Apts.	Barkan Management Co.	Sheila Spellman	(617) 242-4515	6/1/96-9/1/96
	Bellingham Square Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
	Rockledge Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
	Essex Towers	American Properties Team	Virginia Lynch	(508) 686-0440	6/1/96-9/1/96
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	Ongoing
	Hebron Mill	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	Ongoing
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
	Canterbury Towers	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
CAULKING	Laurel Ridge	MB Management Co.	Judy Parks	(508) 764-1474	6/1/96-9/1/96
CHAIR LIFT	Washington House	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
CLEANING	Stone Brook Farms	The Boston Land Company	Deb Semeraro	(617) 229-4889	6/1/96-9/1/96
	Crystal Park	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Mill House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Harvard University	Harvard Real Estate	Rebecca Andreasson	(617) 496-5340	6/1/96-9/1/96
	Ramblewood Apts.	CMJ Management Co.	Marie Morreale	(617) 767-3636	6/1/96-9/1/96
	Westboro Country Village	CMJ Management Co.	Lisa Horning	(508) 366-9867	6/1/96-9/1/96
	Whittier Terrace Assoc.	Beacon Resident. Mgmt.	Joseph Salvia	(508) 791-1472	6/1/96-9/1/96
CONSTRUCTION	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
DELEADING	Norstin Associates	Federal Mgmt. Co.	Thomas Bronk	(617) 492-6650	6/1/96-9/1/96
DOOR REPLACEMENT	Maple Commons	Claremont Mgmt. Co.	Sergio Dierra	(413) 734-7771	6/1/96-9/1/96
ELECTRICAL	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Charlysade Realty Trust	Owner Management	Gladys Shapiro	(508) 281-2686	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Fran Mileski	(413) 253-3000	Ongoing
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Harvard University	Harvard Real Estate	Rebecca Andreasson	(617) 496-5340	6/1/96-9/1/96
	The Louis Barett Resid.	Harbor Mgmt. Corp.	Diane Mahoney	(617) 592-4029	6/1/96-9/1/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Blake Estates I & II	Beacon Residential Mgmt.	Maureen E. Stetson	(617) 364-5277	6/1/96-9/1/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
ELEVATOR	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	7/15/96
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	7/15/96
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	7/15/96
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	7/15/96
	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	7/15/96
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	7/15/96
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	7/15/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ELEVATOR (Cont.)	Westboro Country Village	CMJ Management Co.	Lisa Horning	(508) 366-9867	6/1/96-9/1/96
	Bellingham Square Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
EXTERMINATING	Mission Park	Cornu Management Co.	Mary Ellen Frazer	(617) 566-0707	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Bershiretown	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	McKinley House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Elmwood Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Sycamore House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Michael's House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Joseph House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Linden Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Holyoke Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Prospect Heights	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
FENCING	Cromwell Court	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Madison Park Village	Maloney Properties, Inc.	Vuth Pich	(617) 445-8338	6/1/96-9/1/96
	Beachmont Apts.	Crowninshield Mgmt. Corp.	Barbara Gaudet	(617) 593-5700	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Brayton Hill Apts.	Allen Management Co.	Wendy Goodwin	(413) 633-3645	6/1/96-9/1/96
FIRE ALARM	Stone Brook Farms	The Boston Land Company	Deb Semeraro	(617) 229-4889	6/1/96-9/1/96
	Brandy Hill	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Mission Park	Cornu Management Co.	Mary Ellen Frazer	(617) 566-0707	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	7/1/96
FLOORING	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Pine Crest	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Mt. Pleasant Apts.	Peabody Properties, Inc.	Laurie McPherson	(617) 623-5810	6/1/96-9/1/96
	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
FUEL OIL	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
GENERAL CONTRACTORS	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Whittier Terrace Assoc.	Beacon Resident. Mgmt.	Joseph Salvia	(508) 791-1472	6/1/96-9/1/96
GUTTERS	Upton Inn	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Hilltop Garden Apts.	MB Management Co.	Jeannette Elsevier	(508) 534-6349	6/1/96-9/1/96
HANDICAP RAMP	Chestnut Gardens Apts.	MB Management Co.	Cheryl Bellerose	(617) 592-1246	6/1/96-9/1/96
HARDWARE SUPPLIES	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
HEATING	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
HVAC	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
INSULATION	Prescott Mill	Meredith Mgmt. Corp.	Richard Czermak	(508) 368-8500	6/1/96-9/1/96
INTERCOMS	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Fran Mileski	(413) 253-3000	Ongoing
JANITORIAL	Heritage Green	Meredith Mgmt. Co.	Ed Merriam	(508) 347-2200	6/1/96-9/1/96
	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Wilson Gardens	Harbor Mgmt. Co.	Marie Lebranti	(617) 598-3200	6/1/96-9/1/96
JANITORIAL SUPPLIES	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	6/1/96-9/1/96
	Stone Brook Farms	The Boston Land Company	Deb Semeraro	(617) 229-4889	6/1/96-9/1/96
	Cefalo Memorial Complex	MB Management Co.	Kevin Plourde	(617) 662-0223	Ongoing
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	Ongoing
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	Ongoing
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	Ongoing
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	Ongoing
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	Ongoing
	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	Ongoing
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	Ongoing
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Michael's House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Prospect Heights	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Sycamore House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Joseph House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	McKinley House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Linden Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96

As of June 1996

(List does not include Demonstrotion Disposition Progrom Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
JANITORIAL SUPPLIES (cont.)	Bershiretown	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Holyoke Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Elmwood Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	Ongoing
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
LANDSCAPING	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Riverside Village	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Oakwoods	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Peirce House	Meredith Mgmt. Corp.	Terri Calderone	(617) 965-2200	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Liberty Place Apts.	MB Management Co.	Rosanna Cormier	(617) 986-0600	7/15/96
	Highland House Apts.	MB Management Co.	Patricia Taylor	(617) 961-4047	8/31/96
	Madison Park Village	Maloney Properties, Inc.	Vuth Pich	(617) 445-8338	6/1/96-9/1/96
	Clark House	JCM Management Co.	Elizabeth Massey	(413) 256-0141	Ongoing
	The Louis Barett Resid.	Harbor Mgmt. Corp.	Diane Mahoney	(617) 592-4029	6/1/96-9/1/96
	Hanover Woods	Harbor Mgmt. Corp.	Avis Lindsay Sacchetti	(617) 826-1185	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Brayton Hill Apts.	Allen Management Co.	Wendy Goodwin	(413) 633-3645	6/1/96-9/1/96
LAUNDRY REPAIRS	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
LAWN CARE	Highland House Apts.	MB Management Co.	Patricia Taylor	(617) 961-4047	8/31/96
LIGHTING	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
MAINTENANCE	Blake Estates I & II	Beacon Residential Mgmt.	Maureen E. Stetson	(617) 364-5277	6/1/96-9/1/96
MAINTENANCE SUPPLIES	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	Ongoing
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	Ongoing
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	Ongoing
	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	Ongoing
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	Ongoing
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	Ongoing
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	Ongoing
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
MASONRY	Wakefield Place	Van Emden Mgmt. Corp.	Joyce Bogren	(508) 630-1403	6/1/96-9/1/96
	21/23 Dixwell Street	Urban Edge Property Mgmt.	Kadian A. Mullings	(617) 541-2594	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Mountain View Terrace	Tambone Mgmt. Corp.	Linda L. Durkin	(617) 438-9111	6/1/96-9/1/96
	Binnall House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Seabury Heights	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Cromwell Court	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Martensen Village Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Oxford Place Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Burbank Gardens Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Prescott Mill	Meredith Mgmt. Corp.	Richard Czermak	(508) 368-8500	6/1/96-9/1/96
	Peirce House	Meredith Mgmt. Corp.	Terri Calderone	(617) 965-2200	6/1/96-9/1/96
	Bridle Path Apts.	MB Management Co.	Peter Mural	(617) 986-7831	6/1/96-9/1/96
	Laurel Ridge	MB Management Co.	Judy Parks	(508) 764-1474	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	6/1/96-9/1/96
	Whittier Terrace Assoc.	Beacon Resident. Mgmt.	Joseph Salvia	(508) 791-1472	6/1/96-9/1/96
	Marble Street Apts.	Barkan Mgmt. Co.	Jean Powers	(508) 791-2236	6/30/96
	Hebron Mill	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	6/1/96-9/1/96
	Gardner Terrace	AMC/Federal Mgmt. Co.	Debra LeSieur	(508) 226-3457	6/1/96-9/1/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
	General Shepard Apts.	Allen Management Co.	Bob Southworth	(413) 562-8848	6/1/96-9/1/96
	Pondside	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
MOSS REMOVER	Valebrook	The Shoreline Corp.	Mary Sanchez	(508) 681-9185	6/1/96-9/1/96
NEW ENTRY SYSTEM	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
NEW SITE SIGN	Pine Oaks Village	MB Management Co.	Pam Hunt	(508) 432-9611	6/30/96
OFFICE SUPPLIES	Hanover Woods	Harbor Mgmt. Corp.	Avis Lindsay Sacchetti	(617) 826-1185	6/1/96-9/1/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
OFFICE SUPPLIES (cont.)	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Peg Mileski	(413) 253-3000	Ongoing
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413) 733-1800	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	Ongoing
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	Ongoing
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	Ongoing
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	Ongoing
	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	Ongoing
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	Ongoing
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	Ongoing
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Maple Commons	Claremont Mgmt. Co.	Sergio Dierra	(413) 734-7771	6/1/96-9/1/96
	Elmwood Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Joseph House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Prospect Heights	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Linden Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	McKinley House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Michael's House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Bershiretown	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Holyoke Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Sycamore House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
OVERHANG REPAIRS	Chatham West I	Beacon Resident. Mgmt.	Neil Young	(508) 580-1404	6/30/96
	Chatham West II	Beacon Resident. Mgmt.	Neil Young	(508) 580-1404	6/30/96
PAINTING	Wilbraham Commons	Westwood Mgmt. Co.	Dorothy Paluck	(413) 596-8372	6/1/96-9/1/96
	Rockdale Commons	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
	Washington House	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
	Briston Arms	Sullivan Associates	Robert M. Sullivan	(617) 868-2400	6/1/96-9/1/96
	The Franklin	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Seabury Heights	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Chauncy House	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Mill House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Crystal Park	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	The Blackstone	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Riverside Village	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	The Stearns	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Symphony Plaza E. & W.	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Mason Place	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Kenmore Abbey	State Street Devel. Corp.	Ken Jameson	(617) 262-9800	6/1/96-9/1/96
	Upton Inn	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Mt. Pleasant Apts.	Peabody Properties, Inc.	Laurie McPherson	(617) 623-5810	6/1/96-9/1/96
	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
	Prescott Mill	Meredith Mgmt. Corp.	Richard Czermak	(508) 368-8500	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Laurel Ridge	MB Management Co.	Judy Parks	(508) 764-1474	6/1/96-9/1/96
	Highland House Apts.	MB Management Co.	Patricia Taylor	(617) 961-4047	8/31/96
	Madison Park Village	Maloney Properties, Inc.	Vuth Pich	(617) 445-8338	6/1/96-9/1/96
	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
	Lincoln Woods	Maloney Properties	Mary S. Gonsalves	(617) 259-0150	6/1/96-9/1/96
	Brighton Gardens Apts.	Lombardi Corp.	Louis M. Lombardi	(617) 254-7721	Ongoing
	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Harvard University	Harvard Real Estate	Rebecca Andreasson	(617) 496-5340	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Wilson Gardens	Harbor Mgmt. Co.	Marie Lebranti	(617) 598-3200	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Norstin Associates	Federal Mgmt. Co.	Thomas Bronk	(617) 492-6650	6/1/96-9/1/96
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413) 733-1800	6/1/96-9/1/96
	Pleasant Plaza	Cornerstone Corporation	Nancy Paglaro	(617) 397-7515	Ongoing
	Northern Heights	Cornerstone Corporation	Brenda Dean	(413) 734-3276	Ongoing
	Worthy Apts.	Cornerstone Corporation	Joyce Blain	(413) 736-2502	Ongoing

As of June 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PAINTING (cont.)	Malden Gardens	Cornerstone Corporation	Janet King	(617) 322-0580	Ongoing
	Green Hill Tower	Cornerstone Corporation	Jane Hutchins	(508) 755-6062	Ongoing
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	Ongoing
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	Ongoing
	Westboro Country Village	CMJ Management Co.	Lisa Horning	(508) 366-9867	6/1/96-9/1/96
	Maple Commons	Claremont Mgmt. Co.	Sergio Dierra	(413) 734-7771	6/1/96-9/1/96
	Buttonwood Acres	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Rockdale West	Claremont Mgmt. Corp.	Roland Richard	(508) 996-8504	Ongoing
	Solemar Apts. I & II	Claremont Mgmt. Corp.	Valerie J. Alves	(508) 997-6585	6/1/96-9/1/96
	Whittier Terrace Assoc.	Beacon Resident. Mgmt.	Joseph Salvia	(508) 791-1472	6/1/96-9/1/96
	Anchorage Apts.	Barkan Management Co.	Sheila Spellman	(617) 242-4515	6/1/96-9/1/96
	Bellingham Square Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
	Ashland Commons	American Properties Team	Terri Simmons	(508) 881-3314	6/1/96-9/1/96
	Essex Towers	American Properties Team	Virginia Lynch	(508) 686-0440	6/1/96-9/1/96
	Rockledge Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
	Oak Hill Apts.	Allen Management Co.	Wendy Goodwin	(413) 633-3645	6/1/96-9/1/96
	General Shepard Apts.	Allen Management Co.	Bob Southworth	(413) 562-8848	6/1/96-9/1/96
	Littlebrook	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Rita Hall Apts.	Peabody Properties, Inc.	Bill Johnson	(508) 687-3838	6/1/96-9/1/96
PAINTING SUPPLIES	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	Ongoing
PAVING	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Mountain View Terrace	Tambone Mgmt. Corp.	Linda L. Durkin	(617) 438-9111	6/1/96-9/1/96
	Briston Arms	Sullivan Associates	Robert M. Sullivan	(617) 868-2400	6/1/96-9/1/96
	Binnall House	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Pine Estates	Beacon Resid. Mgmt.	William A. Lewis	(508) 584-3300	7/15/96
	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	9/1/96
	Rockledge Apts.	American Properties Team	Kathryn Flaherty	(617) 246-1350	6/1/96-9/1/96
	Brayton Hill Apts.	Allen Management Co.	Wendy Goodwin	(413) 633-3645	6/1/96-9/1/96
PEST CONTROL	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
PLATFORM LIFT	Washington House	Weld Management Co. Inc.	Elizabeth A. More	(617) 367-3434	6/1/96-9/1/96
PLUMBING	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cromwell Court	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Martensen Village Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Oxford Place Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Burbank Gardens Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Charlysade Realty Trust	Owner Management	Gladys Shapiro	(508) 281-2686	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Dorchester Bay Housing	Maloney Properties, Inc.	Elena Villafuerte	(617) 282-8461	6/1/96-9/1/96
	The Columbia Road Prop.	Maloney Properties, Inc.	Elena Villafuerte	(617) 288-3490	6/1/96-9/1/96
	Harvard University	Harvard Real Estate	Rebecca Andreasson	(617) 496-5340	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Chatham West I	Beacon Resident. Mgmt.	Neil Young	(508) 580-1404	6/30/96
	Chatham West II	Beacon Resident. Mgmt.	Neil Young	(508) 580-1404	6/30/96
	Power Town Apts.	Allen Management Co.	Sharon Cottrell	(413) 863-9433	6/1/96-9/1/96
PLUMBING SUPPLIES	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
POOL	Stone Brook Farms	The Boston Land Company	Deb Semeraro	(617) 229-4889	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Kimball Court Apts.	Joseph R. Mullin Co.	John Zorronello	(617) 933-9900	6/1/96-9/1/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
POWER WASHING	Columbia Bay Towers	MB Management Co.	Carol Riley	(617) 268-4821	6/96-8/96
PRINTER	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
PROPERTY INSURANCE	Brighton Gardens Apts.	Lombardi Corp.	Louis M. Lombardi	(617) 254-7721	Ongoing
PRUNING	Madison Park Village	Maloney Properties, Inc.	Vuth Pich	(617) 445-8338	6/1/96-9/1/96
RAILINGS	Lincoln Woods	Maloney Properties	Mary S. Gonsalves	(617) 259-0150	6/1/96-9/1/96
	Cotton Mill Apts.	Federal Mgmt. Co.	Jonathan N. Donahue	(617) 482-8925	6/1/96-9/1/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
RANGE HOODS	Rita Hall Apts.	Peabody Properties, Inc.	Bill Johnson	(508) 687-3838	6/1/96-9/1/96
RESEALING	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
RESTRIPING	Independence Manor	St. Frances Of Assisi	Diane McDermott	(617) 848-8383	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Fran Mileski	(413) 253-3000	Summer/Fall
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
ROOFING	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	21/23 Dixwell Street	Urban Edge Property Mgmt.	Kadian A. Mullings	(617) 541-2594	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Pine Crest	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Brandy Hill	State Street Devel. Corp.	Larry Broberg	(617) 262-9800	6/1/96-9/1/96
	Rolfe House	SHP Management Co.	Nancy Hearne	(617) 593-7884	7/1/96
	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
	Charlysade Realty Trust	Owner Management	Gladys Shapiro	(508) 281-2686	6/1/96-9/1/96
	Peirce House	Meredith Mgmt. Corp.	Terri Calderone	(617) 965-2200	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Chestnut Gardens Apts.	MB Management Co.	Cheryl Bellerose	(617) 592-1246	6/1/96-9/1/96
	Hilltop Garden Apts.	MB Management Co.	Jeannette Elsevier	(508) 534-6349	6/1/96-9/1/96
	Fairweather Apts.	MB Management Co.	Arthur Richardson	(508) 744-7835	9/1/96
	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Hillcrest Acres	Hillcrest Acres Assoc.	Frances Brazil	(508) 226-2016	6/1/96-9/1/96
	Harvard University	Harvard Real Estate	Rebecca Andreasson	(617) 496-5340	6/1/96-9/1/96
	Wilson Gardens	Harbor Mgmt. Co.	Marie Lebranti	(617) 598-3200	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	6/30/96
	Westboro Country Village	CMJ Management Co.	Lisa Horning	(508) 366-9867	6/1/96-9/1/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	Ongoing
	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	9/1/96
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
SANDING	Stone Brook Farms	The Boston Land Company	Deb Semeraro	(617) 229-4889	6/1/96-9/1/96
	Hanover Woods	Harbor Mgmt. Corp.	Avis Lindsay Sacchetti	(617) 826-1185	6/1/96-9/1/96
SCREENS	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
SEAL COATING	Independence Manor	St. Frances Of Assisi	Diane McDermott	(617) 848-8383	6/1/96-9/1/96
	Rolling Green at Amherst	Meredith Mgmt. Co.	Fran Mileski	(413) 253-3000	Summer/Fall
	Laurel Ridge	MB Management Co.	Judy Parks	(508) 764-1474	6/1/96-9/1/96
	Liberty Place Apts.	MB Management Co.	Rosanna Cormier	(617) 986-0600	7/15/96
	Bridle Path Apts.	MB Management Co.	Peter Mural	(617) 986-7831	6/1/96-9/1/96
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	6/1/96-9/1/96
SEALING	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
SECURITY	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Wilson Gardens	Harbor Mgmt. Co.	Marie Lebranti	(617) 598-3200	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
SENSORS/PHOTO EYES	Chestnut Gardens Apts.	MB Management Co.	Cheryl Bellerose	(617) 592-1246	6/1/96-9/1/96
SHUFFLEBOARD COURTS	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	Ongoing
SIDING	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
SIGN MAKING	Rolling Green at Amherst	Meredith Mgmt. Co.	Peg Mileski	(413) 253-3000	Summer/Fall
SIGNS	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
SITE/HEARING DEVICES	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
SNOW REMOVAL	Independence Manor	St. Frances Of Assisi	Diane McDermott	(617) 848-8383	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Liberty Place Apts.	MB Management Co.	Rosanna Cormier	(617) 986-0600	6/15/96
	Kimball Court Apts.	Joseph R. Mullin Co.	John Zorronello	(617) 933-9900	6/1/96-9/1/96
	Hanover Woods	Harbor Mgmt. Corp.	Avis Lindsay Sacchetti	(617) 826-1185	6/1/96-9/1/96
	Queen Anne's Gate Apts.	CMJ Management Co.	James O. Kelly	(617) 335-1293	6/1/96-9/1/96
	Maple Commons	Claremont Mgmt. Co.	Sergio Dierra	(413) 734-7771	6/1/96-9/1/96
	Apple Village	American Properties Team	Gail Bolton	(508) 927-2606	8/15/96
STUCCO SERVICES	Whittier Terrace Assoc.	Beacon Resident. Mgmt.	Joseph Salvia	(508) 791-1472	6/1/96-9/1/96
TILING	Pheasant Hill Village	Westwood Mgmt. Co.	Sandra LePore	(413) 789-1131	Ongoing

TRADE/SERVICE	DEVELOPMENT/LOCATION	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
TILING (cont.)	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Ocean Shores Apts.	Harbor Mgmt. Co.	Annette Kalil	(617) 598-5564	Ongoing
	Summit Hill Apts.	Federal Mgmt. Co.	Carmen Nieves	(413) 733-1800	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
TRASH REMOVAL	Catherine Clark Apts.	Peabody Properties, Inc.	Kathy Usselman	(617) 282-6554	6/1/96-9/1/96
	Riverboat Village	Meredith Mgmt. Co.	Robert Brunelle	(413) 532-9461	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Lincoln Village	Cornerstone Corporation	Jill Ouellette	(508) 852-2521	6/15/96
	Fitchburg Green Apts.	Barkan Mgmt. Co.	Robyn Zajac	(508) 342-8688	8/1/96
	Sycamore House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	McKinley House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Bershiretown	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Joseph House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Elmwood Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Michael's House	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Prospect Heights	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Linden Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
	Holyoke Towers	Appleton Corporation	Katri A. Walker	(413) 536-8048	6/1/96-9/1/96
TREE REMOVAL	Fairhaven Village	Peabody Properties, Inc.	Theresa M. Batboza	(508) 994-1908	6/1/96-9/1/96
UNIFORMS	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
VINYL SIDING	Pine Oaks Village	MB Management Co.	Pam Hunt	(508) 432-9611	6/30/96
WALLPAPER	Catherine Clark Apts.	Peabody Properties, Inc.	Kathy Usselman	(617) 282-6554	6/1/96-9/1/96
	Bridle Path Apts.	MB Management Co.	Peter Mural	(617) 986-7831	6/1/96-9/1/96
	Essex Towers	American Properties Team	Virginia Lynch	(508) 686-0440	6/1/96-9/1/96
WATER FILTRATION	Cefalo Memorial Complex	MB Management Co.	Kevin Plourde	(617) 662-0223	Ongoing
WATER HEATERS	Norstin Associates	Federal Mgmt. Co.	Thomas Bronk	(617) 492-6650	6/1/96-9/1/96
WATERPROOFING	Canterbury Towers	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96
	Burbank Gardens Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Oxford Place Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Martensen Village Apts.	S-C Management Corp.	Cheryl A. Nichols	(617) 566-0671	6/1/96-9/1/96
	Babcock Tower	Franchi Mgmt. Co.	Deborah S. Allen	(617) 783-4271	Ongoing
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	General Shepard Apts.	Allen Management Co.	Bob Southworth	(413) 562-8848	6/1/96-9/1/96
WINDOWS	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Spring Hill Apts.	Valley Real Estate	Jeffrey P. Oldenburg	(413) 732-4111	Ongoing
	Rockland Place Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	713 Dudley Street Assoc.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Newcastle/Saranac Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Ebenezer Homes	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Cast I Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Anderson Park Apts.	The Abrams Mgmt. Co.	Matt Bell	(617) 424-1300	6/1/96-9/1/96
	Mountain View Terrace	Tambone Mgmt. Corp.	Linda L. Durkin	(617) 438-9111	6/1/96-9/1/96
	Rolfe House	SHP Management Co.	Nancy Hearne	(617) 593-7884	7/1/96
	Upton Inn	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Oakwoods	S-C Management Corp.	Kerri Furtado-Breen	(508) 966-2460	6/1/96-9/1/96
	Peirce House	Meredith Mgmt. Corp.	Terri Calderone	(617) 965-2200	6/1/96-9/1/96
	Meadowbrook Apts.	Meadowbrook Mgmt. Co.	Jan Roberts	(413) 584-7590	6/1/96-9/1/96
	Cefalo Memorial Complex	MB Management Co.	Kevin Plourde	(617) 662-0223	6/96
	Mass Mill Limited Part.	JRM Management Co.	Dianne Raineri	(508) 970-2200	6/1/96-9/1/96
	Millhaus Apts.	Harbor Mgmt.	Everett LaPierre	(508) 529-4460	6/1/96-9/1/96
	Tannery I Apts.	Crowninshield Mgmt. Corp.	Walter Gorman	(508) 532-4800	6/1/96-9/1/96
	Sherwood Village	Cornerstone Corporation	Cecelia Curran	(508) 651-1811	6/1/96-9/1/96
	Westboro Country Village	CMJ Management Co.	Lisa Horning	(508) 366-9867	6/1/96-9/1/96
	Riverside Village	State Street Devel. Corp.	Sam Marino	(617) 262-9800	6/1/96-9/1/96

As of June 1996

(List does not include Demonstration Disposition Program Opportunities)

Vendor List Available

The MHFA maintains a list of MBE vendors, by trade category, for interested MHFA management companies. The list consists of vendors who have participated in MHFA-sponsored trade fairs and/or training programs as well as vendors currently doing business with MHFA-financed developments.

To receive or be added to the list, contact Ken Thompson, Senior Equal Opportunity Analyst, at (617) 854-1826.

MHFA Recognizes Diversity

In recognition of Black History Month and Asian/Pacific Island American Heritage Month, MHFA held two in-house celebrations for staff that recognize the important contributions and culture of these two groups.

In February, the Agency hosted Dr. J. Jacques Carter and Dr. Linda A. Clayton who spoke about the contributions African Americans have made to Medical Science. Dr. Carter has been practicing medicine for more than 15 years and earned his M.D. degree at Georgetown University in 1983. He teaches at Harvard Medical School and is on the staff of the New England Deaconness Hospital. Dr. Linda Clayton earned her M.D. degree from Duke University and has done extensive research on cancer. She has authored numerous medical articles and books on such subjects as minority health issues and health care reform.

In May, MHFA staff presented "Freedom and Opportunity: An Asian American Refugee/Immigrant Experience." The featured speaker at this event was Nam V. Pham, the Director of the Massachusetts Office for Refugees and Immigrants, a state agency that promotes newcomers' full participation in the economic, social, and civic life of the Commonwealth. In addition, three MHFA staff members — Sandra Cheng, Steven Nishino, and Jennifer Rajala — shared their personal experiences as Asian/Pacific Island Americans. ■

MHFA Equal Opportunity Operations Director Vivian Beard presents Dr. J. Jacques Carter with a token of the Agency's appreciation for his participation in the Agency's Black History Month Celebration.

MHFA staff members Sandy Cheng and Patricia Weems, Chair of the Asian/ Pacific Island American Heritage Month Celebration Committee, helped to put together an entertaining and informative program.

CEO
Challenging Equal Opportunity

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108-3110

William F. Weld *Governor*
Paul Cellucci *Lt. Governor*
Michael J. Dirrane *Chairman*
Steven D. Pierce *Executive Director*
Thomas R. Gleason *Deputy Director*
Wilson Henderson *Director of Equal Opportunity*

Call (617) 854-1820 regarding CEO mailings or story ideas.

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A Service of the Massachusetts Housing Finance Agency, in cooperation with the Executive Office of Communities and Development

December 1996

A Newsletter for Minority Business Enterprise Vendors and Property Management Professionals

DOCUMENTS COLLECTION
UNIVERSITY OF MASSACHUSETTS
AMHERST, MA 01003

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CEO Challenging Equal Opportunity

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MHFA, HUD Make Progress on Demonstration Issues

by Steven D. Pierce, MHFA Executive Director

Headway continues to be made on the Demonstration Disposition Program, one of the largest federally sponsored housing rehabilitation programs ever undertaken in Boston. The Demonstration will see ten packages of HUD-foreclosed housing — representing forty-plus properties scattered throughout the city's Roxbury, Dorchester and South End neighborhoods — renovated and turned over to resident-controlled ownership.

HUD and MHFA have recently reached an agreement on the two issues that have slowed progress for the past several months. The first issue deals with indemnification of the Agency against certain claims that may be brought against it during the construction and relocation phases of the Demonstration. Each agency will share, on an equal basis, the costs of any claims occurring during the Demonstration to a pre-determined limit. Furthermore, HUD has indicated that MHFA may proceed with the clarified Minority Business Enterprise (MBE) and neighborhood economic development goals of the Demonstration.

Clarification of MHFA's original 80% MBE goal for contracts generated through the Demonstration is necessitated by the Supreme Court's most recent rulings and new Justice Department guidelines on the permissible scope of affirmative action and will:

- Create economic opportunity in the community in which the developments are located through the utilization of businesses with past or future commitments to that community in 80% of all controllable expenditures and through the employment of residents from that community whenever possible.
- Provide equal opportunity to MBEs by remedying public and private sector discrimination and their continuing effects through various measures, including outreach to, and the provision of, technical assistance for MBEs in order to achieve 30% MBE participation in all controllable expenses.

We strongly believe the revisions will reflect the original intent of the Demonstration's 80% goal: to support the economic development of enterprises that are vested in and provide services to the communities that are part of the Demonstration while redressing the lingering effects of past discrimination against minorities. MHFA expects to resume the construction bidding process shortly. ■

Jody Scioletti

Steven D. Pierce, MHFA Executive Director

MHFA Offers Demonstration Disposition Program Homeownership Workshop

Nearly 100 residents of developments in the Demonstration Disposition Program (Demonstration) attended a workshop on homeownership opportunities on July 30th at Roxbury Community College. The workshop included an informative overview of the sometimes confusing first-time homebuying process.

The event was a collaboration between MHFA and the City of Boston's Public Facilities Department (PFD).

(continued on page 5)

Hammer Awards Presented to HUD, MHFA and Resident Associations

(Front l–r) John Huang, from the National Public Review Office, displays The Hammer Award with HUD's Cas Kolaski. (Back row standing l–r) Paul Armstrong, HUD; Marilyn Caristo, HUD; Jeanne McHallam, HUD; Ed Godfried, HUD; Emma Terry, Franklin Park; Bob Pyne, MHFA; Larry Ellis, Camfield Gardens; Edna Smallwood, Grant Manor; Jim Draisen, HUD; Catherine Lane, Theroch I & II; Paulette Ford, Camfield Gardens.

On Friday, August 2nd, the Boston office of the U.S. Department of Housing and Urban Development, the Massachusetts Housing Finance Agency and each of the resident associations participating in the Demonstration Disposition Program (Demonstration) were presented with Vice President Al Gore's Hammer Award. The Hammer Award is the Vice President's special recognition of new standards of excellence achieved by teams of federal and state employees who are making the government work better and cost less.

John Huang, a representative from Vice President Gore's National Public Review (NPR) Office, presented the awards. Accepting the award on behalf of the Agency was Bob Pyne, Director of the Agency's Development and Technical Services Division.

The award cited the Demonstration as a model partnership among the federal government, MHFA and low- and moderate-income residents of the ten developments involved in the program.

There are already clear indications that this partnership is working. Living conditions and project management have shown marked improvement; crime near and around the developments has fallen; and resident organizations have been strengthened and are making challenging decisions to stabilize and improve their communities.

The Hammer Awards were presented at a ceremony held in conjunction with HUD's Northeastern Regional Neighborhood Networks Conference at the Park Plaza Hotel in Boston, which attracted more than 400 people. ■

Massachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108-3110
(617) 854-1000
EQUAL HOUSING OPPORTUNITY

MBEs Capture $33 Million in Vendor/Construction Contracts in FY '96

I. Total Operating Expenditures at MHFA-Financed Developments

A. In MHFA Linkage Area I — 55% MBE Goal *(72 developments in Roxbury, North Dorchester, Mattapan, and parts of Jamaica Plain and the South End):*

Total Contracts Awarded:	$ 11,143,404
MBE Contracts Awarded:	$ 5,614,823
MBE Goal Achievement:	50%

B. Linkage Area II — 20% MBE Goal *(12 developments classified as part of the Linkage Area with transitional MBE Goals):*

Total Contracts Awarded:	$ 3,924,492
MBE Contracts Awarded:	$ 742,470
MBE Goal Achievement:	19%

C. Balance of State — 12% MBE Goal *(results not including Linkage Areas):*

Total Contracts Awarded:	$ 84,467,425
MBE Contracts Awarded:	$ 13,314,302
MBE Goal Achievement:	16%

D. Developments Statewide — *446 developments (includes Linkage Areas):*

Total Contracts Awarded:	$ 99,535,321
MBE Contracts Awarded:	$ 19,671,595
MBE Goal Achievement:	20%

II. Construction Projects

Total Construction Contracts Awarded:	$ 82,085,441
MBE Construction Contracts Awarded:	$ 13,384,816
MBE Goal Achievement:	16%

III. TOTAL (Vendor and Construction Awards Statewide)

Total Contracts Awarded:	**$181,620,762**
Total MBE Contracts:	**$ 33,056,411**
MBE Goal Achievement:	**18%**

Note: Results are for developments in MHFA's existing portfolio. These figures do not include HUD Demonstration Disposition Program Contracts.

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Management Companies' MBE Goal Achievements

Meeting/Exceeding 55% Goal

ACM Associates, *Paul Clayton, CEO*

Gibraltar Associates, Inc.,
Carolyn Gibson, CEO

Long Bay Management, *Ken Guscott, CEO*

Winn Management Company,
Arthur Winn, CEO

Meeting/Exceeding 20% Goal

Abrams Management Company,
Edwin Abrams, President

L.E. Smith Management Company,
Loring Smith, CEO

State Street Development Management Corp., *Allen Carleton, CEO*

Tenants Development Corp.,
Girma Belay, Executive Director

Winn Management Company,
Arthur Winn, CEO

A Message from Steven D. Pierce, MHFA Executive Director

It is my pleasure to personally thank each of the property management companies listed here, for their MBE goal achievements for fiscal year 1996. Sixty-five different management companies met or exceeded MBE goals for their MHFA-financed developments, exceeding last year's total of sixty-two management companies.

This record of accomplishment is exemplary and illustrates that through outreach, communication and adaptability, property managers and minority-owned businesses are connecting with each other and building strong working relationships.

The chief executive officers of these management companies are highlighted in this issue of *CEO*. MHFA could not be as effective in building viable communities around the properties it finances without the property managers' participation and belief in the "achievability" of these MBE vendor goals. Economic opportunities are crucial to healthy housing and healthy neighborhoods.

The Massachusetts Housing Finance Agency commends these management companies for a job well done!

Sincerely,

Steven D. Pierce

Balance of State (Meeting/Exceeding 12% Goal)

A & D Management Company,
Delia Cassano, CEO

Abrams Management Company,
Edwin Abrams, President

ACM Associates, *Paul Clayton, CEO*

Alcourt Management Company,
John Vernalia, CEO

Allandale Management Company,
Alfred J. Katz, CEO

American Properties Team,
Carol Dempsy, President

American Shelter Corporation,
David Lichtenstein, CEO

AMR & Associates, *Angelo Russo, CEO*

Appleton Corporation,
Paul Stelzer, President

Arlington Park, *Christopher Brien, President*

Barkan Management, *William Dishino, CEO*

Better Cities Management Company,
C. Lansing Fair, CEO

The Boston Land Company,
Joshua Davidson, President

Chestnut Management,
Joe Innamorati, CEO

Claremont Management Corp.,
Charles Moran, Executive Vice President

CJ Management Company,
Wendell Yee, CEO

Community Builders, *Judith Weber, Director of Property Management*

Corcoran Management,
Robert Pickette, CEO

Cornerstone Corp., *Robert Evans, CEO*

Cruz Management Company,
John B. Cruz III, CEO

Davis Realty, *David Archibald, CEO*

Dolben Co., *Deane Dolben, President*

Eastern Mass. Housing, *Elaine White, CEO*

G. A. Management, *Gerald Levitch, CEO*

Gilbane Properties, *Robert Gilbane, CEO*

Graham Street Management,
Manny Rabbitt, CEO

Harbor Management,
Gerald Gouchberg, CEO

Huntington Management,
Kathy Heinecke, Property Manager

Independent Managers, Inc.,
Sandra Blackman, Partner

Insignia Management,
William Connolly, CEO

J. Karam Management, *Jim Karam, CEO*

JCM Management Company,
Harold Lash, CEO

The Johnsonia Real Estate,
Clark Straight, Limited Partner

Keith Properties, *John Keith, CEO*

Logan Park Management, *Mark Logan, CEO*

Lombardi Management,
Louis Lombardi, CEO

Maloney Properties,
Mark Maloney, President

Marken Properties, Inc., *Ann Berezin, CEO*

MB Management, *Howard P. Porter Jr., Director of Housing Management*

Meredith Management,
John Rosenthal, President

Metro Management Company,
Albert Calderelli, CEO

MRE Inc., *Timothy Martin, President*

Multi-Management Co.,
Richard McCarthy, CEO

NCDF, *Therese Kelly, Executive Director*

NCHP Property Management,
Cooper Winston, Regional Vice President

Nueva Esperanza Management Company,
Caroline Bryda, Fiscal Director

Paul Sullivan Associates,
Paul Sullivan, President

Peabody Properties, *Barry Kelliher, CEO*

Princeton Properties, *Terrence Flahive, CEO*

River Valley Properties,
Herbie Florres, General Partner

Shoreline Corporation,
Melanie Nordquist, CEO

Simon Companies, *Franklin Simon, Owner*

Skyline Management,
Robert J. Joseph, President

Sullivan Associates, *Robert Sullivan, CEO*

Veggo-Larsen,
Gloria Friel, Property Manager

Walnut Management,
Burton Faulkner, Property Manager

Welch Management, *Richard Welch, CEO*

Westwood Management Corp.,
Ellen Hallen, CEO

Wilder Richman Management Corp.,
Debra Reid, Executive Vice President

Winn Management Company,
Arthur Winn, CEO

Goals are established by development and vary based on location and other factors. Management companies representing developments in more than one geographic area may be listed more than once.

Management Spotlight:

State Street Development Attains MBE Goal

Fiscal year 1996 proved to be successful for MBEs working with State Street Development Management Corporation. For the first time, State Street met the 20% MBE vendor goal for their MHFA-financed developments. State Street met the 12% MBE vendor goal in fiscal year 1995. "It's nice to satisfy goals," said Allen Carleton, CEO of State Street's management company. "The bidding process is wide open, with everyone having a fair shot at the contracts."

Recently, State Street awarded New World Security a contract to provide security for a total of seven MHFA- and HUD-financed developments. The contract calls for 1,033 hours of security work a week at State Street's properties.

Carleton is happy with the performance of New World Security. "New World Security has been responsive and this is integral to good performance."

State Street takes part in MHFA's MBE Trade Fairs. These fairs are a good opportunity to meet and develop relationships with MBEs. "I talk to vendors, then later, when a contract comes up, I already know who to call," says Carleton. "We try to include at least one MBE in every bid that comes up. Through the trade fairs, we have developed relationships with MBEs and our bidding process is richer."

Carleton encourages MBEs to become certified to increase their exposure. State Street looks for vendors in the MBE Company Profile published by MHFA. He cites Reliable Cleaners and A.C.A. Carpet & Flooring as two vendors who have benefited from State Street because they were certified MBEs.

Carleton is also involved with the MHFA Mentoring Program which was developed in the past two years. "You might have an MBE who is trying to make it, and all they need are some points of advice," says Carleton. "They might need help filling out invoices or other paperwork so their business will run more smoothly. That is what the program is all about, passing on my experience to vendors who can use it to better themselves and their companies." Carleton networks with other management companies through this program and gets the names of vendors and contacts them when State Street has a contract to fill.

Allen Carleton
CEO, State Street Development Management Corp.

State Street looks forward to meeting or even exceeding the 20% MBE goal next year. "Overall, our MBE numbers are good and they should continue this way," noted Carleton. ■

CATA Loan Program Extended

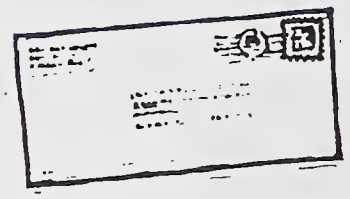
The Collateral and Technical Assistance (CATA) Loan Program has been extended for two years. To date, there have been 18 applicants for the CATA Loan Program, six of whom have already repaid their loans.

A CATA Loan provides up to $50,000 to certified M/WBEs that have contracts with the Demonstration Disposition Program. CATA Loans offer a fixed interest rate for the term of the loan with no closing fees or points, technical assistance and a simplified application process.

The CATA Loan Program is a collaborative effort among the Massachusetts Community Development Finance Corporation (CDFC), the Massachusetts Business Minority Investment Corporation (MBMIC) and MHFA. CDFC and MBMIC each contributed $250,000 to create a $500,000 loan pool for the program. MHFA is providing a $100,000 loan loss reserve and supporting the program's administrative costs.

Contact Jonathan Zinman at 617-482-9141 for information regarding the CATA Loan Program.

From the Mailbox...



I am writing to thank you for the opportunity to host the Matchmaker session held at Westwood Glen on June 19th. The guest speakers were interesting and most of all informative.

The most important part of the session was the MBE vendors. To put it clearly, "They stole the show!" They were down to earth, involved, well spoken and certainly knowledgeable representatives of their companies.

Again, thank you for making this possible. We look forward to the next session. Please keep us in mind as a host again.

Alfred F. Brothers, CPM
Vice President
McNeil Management, Inc.

I would like to thank you for letting me sit in on the last MBE Linkage Program Advisory Committee meeting. I have raised my business skills, awareness and abilities to a higher standard due to the exposure to MHFA and its professional staff.

Through the Demo-Dispo Program, I'm stronger and more seasoned and continue to strive for higher goals.

Mark Grannum
CHB Construction Company

Just a note to thank you for inviting my company and Smith Realty Enterprises to your Trade Fair. It was the best ever. We spoke with many people, all of whom were very excited about real estate, cleaning services, disaster recovery and water damage restoration.

Congratulations for an outstanding effort. I hope to see you next year.

Kathy Zoll, President
World Wide Drying

Let Us
Hear
From
You.

Fill out and
return the enclosed
survey card.

Let Us
Hear
From
You.

Fill out and
return the enclosed
survey card.

Springfield MBEs Honored at Trade Fair

The Springfield Minority Business Enterprise/Management Company Trade Fair was held on November 21st, at the John J. Duggan Middle School in Springfield.

MHFA presented 12 achievement awards to Springfield area MBE firms for success in business. During the fiscal year 1996, MBEs obtained over $33 million in vendor/construction contracts at MHFA-financed developments.

The event brought together MBEs and local property management company representatives in an attempt to stimulate business contracts between the two groups. The trade fair drew approximately 100 MBEs and management company representatives. ■

Business Planning Course for MBEs Under Way

A "Business Planning Course for MBEs in the Construction Trades" seminar is being sponsored by MHFA, the U.S. Small Business Administration (SBA) and the Minority Business Assistance Center (MBAC) at UMASS-Boston. Classes are held at the Boston Empowerment Center, 20 Hampden Street in Roxbury from 6:00 to 9:00 p.m. The 12-week seminar began on Thursday, November 14th.

The seminar, taught by Attorney Joseph D. Feaster, focuses on assisting MBE contractors in developing, writing and presenting individual business plans. The final two sessions of the seminar will be devoted to the presentation and critique of business plans completed by class participants. MBAC will also obtain input on the quality of the business plans from area bankers and business persons. Successful participants in the course will receive a certificate of completion from the MBAC, College of Management, UMASS-Boston.

Tuition for the program is $225 for a certified MBE. For more information about this program, call Pauline Coulter, MHFA Senior Equal Opportunity Analyst, at 617-854-1830. ■

Homeownership Workshop *(continued)*

More than 1,500 residents of the Demonstration developments will be relocated during the construction phase of the program. Most of these residents will return to their developments when renovations are complete. Some households have expressed an interest in buying their first home instead of continuing to rent. It was to these residents that the workshop was targeted. The workshop marked the first time that MHFA's affordable homeownership programs have been cross-marketed to residents of multi-family developments in the Agency's portfolio.

MHFA's Cecil Whitmore announced that MHFA and HUD have an agreement that provides eligible Demonstration residents who choose to buy a home instead of being relocated with a $5,250 HUD stipend, to be used for either a downpayment or closing costs towards a home purchase. To qualify, residents will have to be eligible first-time homebuyers and complete either an MHFA- or PFD-sponsored homebuyer course.

"This will hopefully be the beginning for many residents moving from renting to owning their own homes," said Whitmore.

Pat Murphy of MHFA offered tips in money management like paying off credit card balances, using only cash or personal checks for purchases and consistently depositing 5% of your weekly paycheck into a savings account. "By monitoring your assets and debts, you will have a better idea of what it takes financially to become a homeowner."

MHFA Asset Management Analyst Cecil Whitmore (l) talks to a resident after the workshop.

MHFA's Gerald Bell dealt with the importance of a good credit history. "Credit is everything; 20% of all refused mortgages are because of bad credit," said Bell.

Doreen Treacy of the PFD gave an overview of the mortgage process. She highlighted important factors such as downpayments and closing costs, the purchase and sales agreement, home inspections and insurance.

Pablo Gonzales, a resident of Camfield Gardens, was impressed with the workshop and said, "I thought it was very informative; I really enjoyed it." ■

MHFA Sponsors Cost Estimating Seminars

The Massachusetts Housing Finance Agency sponsored a four-week "Cost Estimating" seminar series held on Wednesday nights from October 16th to November 6th, at the Boston Empowerment Center in Roxbury with support from Suffolk Construction Company, Inc.

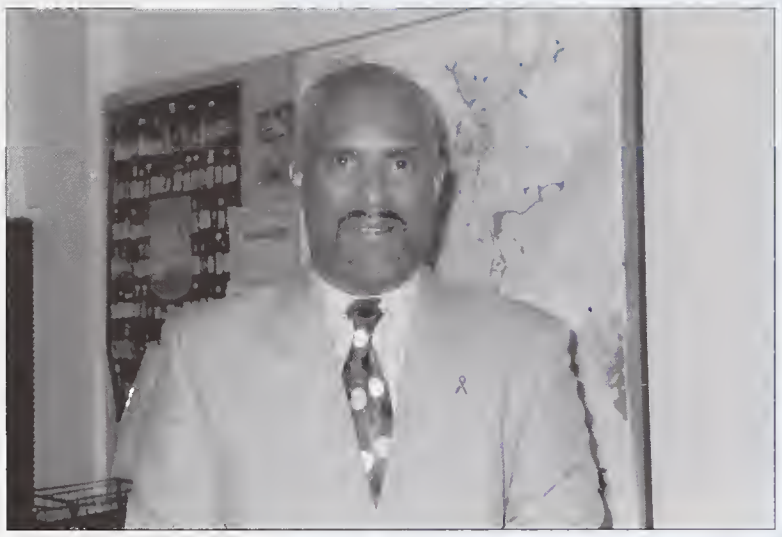
Different cost estimating subjects were discussed each week. The first seminar dealt with the bidding process for construction contracts. Topics in this discussion included public vs. private bids, unions and prevailing wages, support groups, certifying agencies and industry publications.

The different types of estimates such as lump sum, hard bids, negotiated bids, conceptual bids and guaranteed maximum price (GMP) were discussed during the next seminar. The components of an estimate including labor, productivity and materials were featured next. The final seminar dealt with submitting the bid and included the review of the bid form, addendums and follow-up procedures in the bidding process.

Vincent Murphy, Estimating Manager for Suffolk Construction Company, Inc. led the seminar. Murphy is responsible for conceptual, lump sum and hard bids and manages one of the largest estimating departments in the Northeast.

Some of Murphy's projects include the Terminal E Modernization at Logan Airport, the Boston Common Parking Garage and renovations at the Massachusetts State House. ■

Teacher Comes Full Circle in Business



Henry J. Turner, Director, Minority Business Assistance Center at UMASS-Boston

After a stint as a fifth grade teacher, Henry J. Turner acted on a hot business proposition by a relative and purchased an electronics manufacturing company in Lawrence, MA. Turner's company manufactured electronics for the U.S. Department of Defense.

But a decade later, with the end of the Cold War, contract opportunities through the Defense Department grew fewer and farther between. Turner decided to sell the business and continue his education, eventually earning graduate degrees in both education and business administration.

Now Turner's career has come full circle. As the Director of the Minority Business Assistance Center (MBAC) at UMASS-Boston, he's teaching again.

"Any successful business person has to have a plan of some sort. They have to know which road to go down because it's not just any road that leads to success."

Henry J. Turner
Director, Minority Business Assistance Center (MBAC) at UMASS-Boston

But instead of wide-eyed fifth graders, his classroom is filled with minority entrepreneurs eager to learn the ingredients of business in the '90s.

Formed 17 years ago as a partnership between federal and state governments along with UMASS, MBAC's goal is simple, "We help people identify their resources to make their business more effective," said Turner. These resources include marketing, sales, advertising and finance as well as human capital. "We take a look at what it is going to take for companies to grow to the next level," noted Turner.

MBAC offers counseling in general management, marketing, sales generation, financial planning and analysis, accounting, procurement assistance, business planning, strategy formation and production.

Networking is the key for Turner and another counselor at MBAC. These two take advantage of the SBA regional centers located throughout the state. MBAC is recognized as a specialty center for minority businesses. Other specialty centers focus on investments and capital formation.

Sixty-five percent of MBAC's clients have been in business for over four years. "We focus more on the challenges of business rather than the problems," said Turner. "I might have a company that is doing well; it has ten employees and $100,000 in sales, but now the business owner wants to grow. We help identify what it takes to do that. Our focus is how to manage a business."

"One of the main problems small businesses have is not having the information to survive," explained Turner. "They may be good technicians, but that doesn't mean they are good business people."

MBAC works toward overcoming this roadblock through the National Small Business Development Center Research Network. This network provides specific information on target area markets for potential customers. Although this service is not directly available to the general public, it provides counselors with pertinent information to meet the needs of their clients.

"Today, it's difficult for any business to survive," said Turner. "Eighty percent of the people who start a business today will be out of business in five years. That's regardless of race, creed or color."

How does a company join the 20% of successful businesses? Turner cited several keys for surviving in today's business environment. "You have to write a solid business plan, establish your market and find out how much money you need to run your company. We find that most people do not have enough money to survive the challenges of starting a business."

MBAC relies mainly on word-of-mouth for most of its clients, but its relationship with the SBA and area banks has also proved successful in recruiting clients.

"We can map out their whole strategy, from fine tuning a business plan, to targeting their potential customer base, to preparing them for meeting with bankers," said Turner. "We help them put together their whole package. Any successful business person has to have a plan of some sort. They have to know which road to go down because it's not just any road that leads to success."

There is no cost for MBAC services. There is a charge for two seminars that MBAC will sponsor, including a course entitled "Managing Your Small Business through Writing a Business Plan" co-sponsored by MHFA. Additional short-term courses are offered as the business community and the economy require.

For more information on MBAC's services, contact Henry Turner at (617) 287-7750 for an appointment.

MBE Contract Opportunities

As of December 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ALARMS	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
ANSWERING SERVICE	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	HANOVER WOODS	HARBOR MANAGEMENT	AVIS L. SACCHETTI	(617) 826-1185	2/1/97
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
APPLIANCES	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413) 789-1131	ONGOING
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	RIVERBOAT VILLAGE APTS.	MEREDITH MANAGEMENT	ROBERT BRUNELLE	(413) 532-9461	2/1/97
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413) 596-8372	2/1/97
ASPHALT REPAIRS	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
ASPHALT ROOFING	BLAKE ESTATES I & II	BEACON MANAGEMENT	MAUREEN E. STETSON	(617) 364-5277	2/28/97
BRICK REPOINTING	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
BUILDING SUPPLIES	GENERAL SHEPARD APTS.	ALLEN MANAGEMENT	BOB SOUTHWORTH	(413) 562-1372	2/1/97
CABINETS	CLARK HOUSE	JCM MANAGEMENT	ELIZABETH MASSEY	(413) 256-0141	ONGOING
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
CARPENTRY	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	2/1/97
	CLARK HOUSE	JCM MANAGEMENT	ELIZABETH MASSEY	(413) 256-0141	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	PEIRCE HOUSE	MEREDITH MANAGEMENT	BUTCH GANEM	(617) 965-2200	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	RIVERBOAT VILLAGE APTS.	MEREDITH MANAGEMENT	ROBERT BRUNELLE	(413) 532-9461	2/1/97
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413) 253-3000	ONGOING
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	VILLA NUEVA VISTA	MB MANAGEMENT	SHARON STARINOVICH	(413) 737-7748	2/1/97
CARPET CLEANERS	CASTLE SQUARE APTS.	WINN MANAGEMENT	CRYSTAL P. WATLER	(617) 426-5517	2/1/97
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	HANOVER WOODS	HARBOR MANAGEMENT	AVIS L. SACCHETTI	(617) 826-1185	2/1/97
	HERITAGE GREEN	MEREDITH MANAGEMENT	ED MERRIAM	(508) 347-2200	2/1/97
	MISSION PARK	CORNU MANAGEMENT	MARY ELLEN FRAZER	(617) 566-0707	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
CARPETING	ANCHORAGE APTS.	BARKAN MANAGEMENT	SHEILA SPELLMAN	(617) 242-4515	2/1/97
	ARLINGTON PARK	ARLINGTON PARK MGMT	CLARENCE BRIEN	(508) 688-2870	2/1/97
	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	12/31/96
	BORDEN PLACE APTS.	PEABODY PROPERTIES	PAT LOMBA-STINSON	(508) 673-8410	12/31/96
	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	BROOKSIDE TERRACE APTS.	MEREDITH MANAGEMENT	DAVE BENNETT	(508) 764-7675	2/1/97
	BUTTONWOOD ACRES	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	CANALSIDE APTS.	CORK MANAGEMENT	TERENCE CONNORS	(508) 888-3608	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	CASSELMAN HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	CHAPMAN ARMS APTS.	CORNU MANAGEMENT	NANCY FINNERTY	(617) 864-7334	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	GENERAL SHEPARD APTS.	ALLEN MANAGEMENT	BOB SOUTHWORTH	(413) 562-1372	2/1/97
	HAMLET TOWNHOUSES	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	HARBOR POINT APTS.	CMJ MANAGEMENT	MILES BYRNE	(617) 436-0771	2/1/97
	HEYWOOD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	INDIAN MOTORCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413) 734-2955	2/1/97

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
CARPETING (CONT.)	JOHN WEEKS HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	KILMARNOCK STREET APTS.	BARKAN MANAGEMENT	MARY B. WOOD	(617) 262-6757	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
	LOUIS BARETT RESIDENCE	HARBOR MANAGEMENT	DIANE MAHONEY	(617) 598-3526	2/1/97
	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	MOUNTAIN VIEW TERRACE	TAMBONE MANAGEMENT	LINDA L. DURKIN	(413) 438-9111	2/1/97
	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
	PALMER GREEN ESTATES	BEACON MANAGEMENT	NANCY SALVIA	(413) 283-9753	2/1/97
	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413) 789-1131	ONGOING
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROCKDALE WEST	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	ROLFE HOUSE	SHP MANAGEMENT	NANCY HEARNE	(617) 593-7884	ONGOING
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
	SUMMIT HILL APTS.	FEDERAL MANAGEMENT	CARMEN NIEVES	(413) 733-1800	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TAURUS @ FOUNTAIN HILL	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	THE COX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	WAKEFIELD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	WARREN HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	WATERWAY APTS.	WINGATE MANAGEMENT	JOY H. AGNELLI	(508) 534-0390	2/1/97
	WEEKS HOUSE	NCDF MANAGEMENT	DINA TRINGALE	(617) 964-8644	2/1/97
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413) 596-8372	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
CATCH BASIN REPAIR	PINE ESTATES	BEACON RESIDENTIAL	WILLIAM A. LEWIS	(508) 584-3300	ONGOING
CAULKING	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	LAUREL RIDGE APTS.	MB MANAGEMENT	JUDY PARKS	(508) 764-1474	2/1/97
	WESTBORO COUNTRY VILLAGE	CMJ MANAGEMENT	LISA HORNING	(508) 366-9867	2/1/97
CLAPBOARD REPLACEMENT	WOODRIDGE HOMES	BARKAN MANAGEMENT	ED THORNHILL	(508) 682-7093	2/1/97
CLEANING SERVICES	CANALSIDE APTS.	CORK MANAGEMENT	TERENCE CONNORS	(508) 888-3608	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	HAMLET TOWNHOUSES	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	JOHN WEEKS HOUSE	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	PALMER GREEN ESTATES	BEACON MANAGEMENT	NANCY SALVIA	(413) 283-9753	2/1/97
	POWDERMILL VILLAGE	PEABODY PROPERTIES	RUTHANN FULLER	(413) 562-5706	2/1/97
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508) 368-8500	ONGOING
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	RAMBLEWOOD APARTMENTS	CMJ MANAGEMENT	MARIE MORREALE	(617) 767-3636	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	WARREN HOUSE	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
CLEANING SUPPLIES	ARLINGTON PARK	ARLINGTON PARK MGMT	CLARENCE BRIEN	(508) 688-2870	2/1/97
COMPUTER MAINTENANCE	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
COMPUTER SUPPLIES	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
COPYING SERVICES	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
COUNTERTOP REPLACEMENT	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
DELEADING	VILLA NUEVA VISTA	MB MANAGEMENT	SHARON STARINOVICH	(413) 737-7748	2/1/97
DOOR REPLACEMENT	ALGONQUIN HEIGHTS	URBAN MANAGEMENT	JIM JILLETTE	(508) 746-4137	2/1/97
	LEXINGTON RIDGE	AVALON PROPERTIES	CECILIA ALDER	(617) 861-6700	2/1/97
	PALMER GREEN ESTATES	BEACON MANAGEMENT	NANCY SALVIA	(413) 283-9753	2/1/97
	PLANTATION TOWERS	HUNTINGTON MANAGEMENT	KATHLEEN E. HEINECKE	(508) 752-6800	2/1/97

As of December 1996

(List does not include Demonstration Disposition Progrom Opportunities)

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
DRAIN CLEANING	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
ELECTRICAL	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	RIVERBOAT VILLAGE APTS.	MEREDITH MANAGEMENT	ROBERT BRUNELLE	(413) 532-9461	2/1/97
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	THE COX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	WEEKS HOUSE	NCDF MANAGEMENT	DINA TRINGALE	(617) 964-8644	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
ELECTRICAL SUPPLIES	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413) 253-3000	ONGOING
	WAKEFIELD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
ELEVATOR MAINTENANCE	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	RAMBLEWOOD APARTMENTS	CMJ MANAGEMENT	MARIE MORREALE	(617) 767-3636	2/1/97
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	WILSON GARDENS	HARBOR MANAGEMENT	MARIE LEBRANTI	(617) 598-3200	2/1/97
	WOLLASTON MANOR	NHP MANAGEMENT	SANDRA MILLER	(617) 773-2293	2/1/97
EXCAVATING	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
EXTERIOR REPAIRS	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
EXTERMINATING	BERKSHIRETOWN	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	CASS HOUSE	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CHARLAME PARK HOMES II	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	ELMWOOD TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	FITCHBURG GREEN APTS.	BARKAN MANAGEMENT	ROBYN ZAJAC	(508) 342-8688	ONGOING
	HOLYOKE TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	JOSEPH'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	LINDEN TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MCKINLEY HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MICHAEL'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508) 368-8500	ONGOING
	PROSPECT HEIGHTS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROXBURY HILLS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARAH BAKER MANOR	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
	SYCAMORE HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TAURUS APARTMENTS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
FENCING	BEACHMONT APTS.	CROWNINSHIELD MGMT.	BARBARA GAUDET	(617) 593-5700	2/1/97
	BLAKE ESTATES I & II	BEACON MANAGEMENT	MAUREEN E. STETSON	(617) 364-5277	2/28/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	ESSEX TOWERS	AMERICAN PROPERTIES TEAM	VIRGINIA LYNCH	(508) 686-0440	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	LAUREL RIDGE APTS.	MB MANAGEMENT	JUDY PARKS	(508) 764-1474	2/1/97
	PEIRCE HOUSE	MEREDITH MANAGEMENT	BUTCH GANEM	(617) 965-2200	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
FIRE ALARM MAINTENANCE	BLAKE ESTATES I & II	BEACON MANAGEMENT	MAUREEN E. STETSON	(617) 364-5277	12/31/96

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
FIRE ALARMS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	FARNSWORTH HOUSE	ROGERSON COMMUNITIES	DEAN COLLOTTA	(617) 524-6971	2/1/97
	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	HEYWOOD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	MISSION PARK	CORNU MANAGEMENT	MARY ELLEN FRAZER	(617) 566-0707	2/1/97
	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE MARTIN	(508) 996-3111	2/1/97
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	TABER MILL	THE BOSTON LAND COMPANY	WAYNE MARTIN	(508) 996-3111	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
FIRE SPRINKLERS	FITCHBURG GREEN APTS.	BARKAN MANAGEMENT	ROBYN ZAJAC	(508) 342-8688	2/1/97
	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
FLOOR COVERING	MOUNTAIN VIEW TERRACE	TAMBONE MANAGEMENT	LINDA L. DURKIN	(413) 438-9111	2/1/97
FLOORING	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	2/1/97
	BUTTONWOOD ACRES	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	ROCKDALE WEST	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	THE COX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
FUEL	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
FUEL OIL	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	ORCHARD HILL	BOSTON FINANCIAL GROUP	TERESA A. LAKE	(508) 987-8121	2/1/97
FURNITURE REPLACEMENT	WOLLASTON MANOR	NHP MANAGEMENT	SANDRA MILLER	(617) 773-2293	2/1/97
GENERAL CONTRACTORS	APPLE VILLAGE	AMERICAN PROPERTIES TEAM	GAIL BOLTON	(508) 927-2606	1/15/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
GENERATOR MAINTENANCE	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
GENERATOR PM CONTRACT	FITCHBURG GREEN APTS.	BARKAN MANAGEMENT	ROBYN ZAJAC	(508) 342-8688	2/1/97
GLASS REPLACEMENT	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	MOUNTAIN VIEW TERRACE	TAMBONE MANAGEMENT	LINDA L. DURKIN	(413) 438-9111	2/1/97
GROUNDS KEEPER	FARNSWORTH HOUSE	ROGERSON COMMUNITIES	DEAN COLLOTTA	(617) 524-6971	1/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
GROUNDS SUPPLIES	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
HOT TOP REPAIRS	BROOKSIDE TERRACE APTS.	MEREDITH MANAGEMENT	DAVE BENNETT	(508) 764-7675	2/1/97
HVAC	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	JOY STREET RESIDENCE	ROGERSON COMMUNITIES	KAY THOMAS	(617) 723-4856	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
INTERCOMS	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
INTERIOR RENOVATIONS	ALGONQUIN HEIGHTS	URBAN MANAGEMENT	JIM JILLETTE	(508) 746-4137	2/1/97
IRRIGATION	ASHLAND COMMONS	AMERICAN PROPERTIES TEAM	TERRI SIMMONS	(508) 881-3314	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
JANITORIAL	HERITAGE GREEN	MEREDITH MANAGEMENT	ED MERRIAM	(508) 347-2200	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
JANITORIAL SUPPLIES	APPLE VILLAGE	AMERICAN PROPERTIES TEAM	GAIL BOLTON	(508) 927-2606	ONGOING
	BERKSHIRETOWN	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	ELMWOOD TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	HEYWOOD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	HOLYOKE TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	JOSEPH'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING

As of December 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
JANITORIAL SUPPLIES (CONT.)	LINDEN TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
	MCKINLEY HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MICHAEL'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413) 789-1131	ONGOING
	PROSPECT HEIGHTS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROLFE HOUSE	SHP MANAGEMENT	NANCY HEARNE	(617) 593-7884	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
	SYCAMORE HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413) 596-8372	2/1/97
LANDSCAPING	ALGONQUIN HEIGHTS	URBAN MANAGEMENT	JIM JILLETTE	(508) 746-4137	2/1/97
	BELLINGHAM SQUARE	S-C MANAGEMENT	KERRI F. BREEN	(508) 966-2460	2/1/97
	BERKSHIRETOWN	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	BORDEN PLACE APTS.	PEABODY PROPERTIES	PAT LOMBA-STINSON	(508) 673-8410	1/31/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	CASS HOUSE	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CHAPMAN ARMS APTS.	CORNU MANAGEMENT	NANCY FINNERTY	(617) 864-7334	2/1/97
	CHARLAME PARK HOMES II	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	ELMWOOD TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	GENERAL SHEPARD APTS.	ALLEN MANAGEMENT	BOB SOUTHWORTH	(413) 562-1372	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	HANOVER WOODS	HARBOR MANAGEMENT	AVIS L. SACCHETTI	(617) 826-1185	2/1/97
	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	HOLYOKE TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	JOSEPH'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	LINDEN TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MCKINLEY HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	MICHAEL'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PEIRCE HOUSE	MEREDITH MANAGEMENT	BUTCH GANEM	(617) 965-2200	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PROSPECT HEIGHTS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROXBURY HILLS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARAH BAKER MANOR	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	SYCAMORE HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TAURUS APARTMENTS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	TAURUS @ FOUNTAIN HILL	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	THE COX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	UPTON INN	S-C MANAGEMENT	KERRI F. BREEN	(508) 966-2460	2/1/97
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	WASHINGTON HOUSE	WELD MANAGEMENT	ELIZABETH A. MORE	(617) 367-3434	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
LAWN CARE	APPLE VILLAGE	AMERICAN PROPERTIES TEAM	GAIL BOLTON	(508) 927-2606	2/1/97
	OLYMPIA TOWERS	THE BOSTON LAND COMPANY	WAYNE MARTIN	(508) 996-3111	2/1/97
	TABER MILL	THE BOSTON LAND COMPANY	WAYNE MARTIN	(508) 996-3111	2/1/97
LAWN TREATMENT	CLARK HOUSE	JCM MANAGEMENT	ELIZABETH MASSEY	(413) 256-0141	ONGOING
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
LIGHTING SUPPLIES	PLANTATION TOWERS	HUNTINGTON MANAGEMENT	KATHLEEN E. HEINECKE	(508) 752-6800	2/1/97
LINOLEUM	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
LOCK SUPPLIES	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
LOCK & KEY SERVICE	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
MAINTENANCE	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
MAINTENANCE SUPPLIES	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
MAINTENANCE SUPPLIES (CONT.)	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	PLANTATION TOWERS	HUNTINGTON MANAGEMENT	KATHLEEN E. HEINECKE	(508) 752-6800	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
MASONRY	BHP WESTLAND AVE APTS.	BARKAN MANAGEMENT	LAURIE JEFFERSON	(617) 424-6783	2/1/97
	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	JAMES STEAM MILL	DAVIS REALTY	SUSAN L. SANDERCOCK	(508) 465-5166	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	PEIRCE HOUSE	MEREDITH MANAGEMENT	BUTCH GANEM	(617) 965-2200	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	2/1/97
	VILLA NUEVA VISTA	MB MANAGEMENT	SHARON STARINOVICH	(413) 737-7748	2/1/97
	WASHINGTON HOUSE	WELD MANAGEMENT	ELIZABETH A. MORE	(617) 367-3434	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
OFFICE SUPPLIES	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	12/31/96
	HARBOR POINT APTS.	CMJ MANAGEMENT	MILES BYRNE	(617) 436-0771	2/1/97
	LORD MANOR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	ONGOING
	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413) 789-1131	ONGOING
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROLFE HOUSE	SHP MANAGEMENT	NANCY HEARNE	(617) 593-7884	ONGOING
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
	STONE BROOK FARMS	THE BOSTON LAND COMPANY	DEB SEMERARO	(617) 229-4889	2/1/97
	WILBRAHAM COMMONS	WESTWOOD MANAGEMENT	DOROTHY PALUCK	(413) 596-8372	2/1/97
PAINTING	ALGONQUIN HEIGHTS	URBAN MANAGEMENT	JIM JILLETTE	(508) 746-4137	2/1/97
	APPLE VILLAGE	AMERICAN PROPERTIES TEAM	GAIL BOLTON	(508) 927-2606	2/1/97
	ARLINGTON PARK	ARLINGTON PARK MGMT	CLARENCE BRIEN	(508) 688-2870	2/1/97
	ASHLAND COMMONS	AMERICAN PROPERTIES TEAM	TERRI SIMMONS	(508) 881-3314	2/1/97
	BAYBERRY ESTATES	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	BEACON HOUSE	ROGERSON COMMUNITIES	SYLVIA RIOS	(617) 523-8295	2/1/97
	BHP WESTLAND AVE APTS.	BARKAN MANAGEMENT	LAURIE JEFFERSON	(617) 424-6783	2/1/97
	BORDEN PLACE APTS.	PEABODY PROPERTIES	PAT LOMBA-STINSON	(508) 673-8410	12/31/96
	BUTTONWOOD ACRES	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	CANALSIDE APTS.	CORK MANAGEMENT	TERENCE CONNORS	(508) 888-3608	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	CASS HOUSE	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CASSELMAN HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	CHAPMAN ARMS APTS.	CORNU MANAGEMENT	NANCY FINNERTY	(617) 864-7334	2/1/97
	CHARLAME PARK HOMES II	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	GENERAL SHEPARD APTS.	ALLEN MANAGEMENT	BOB SOUTHWORTH	(413) 562-1372	2/1/97
	HAMLET TOWNHOUSES	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	JOHN WEEKS HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	LEXINGTON RIDGE	AVALON PROPERTIES	CECILIA ALDER	(617) 861-6700	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	MARIAN GARDENS	WELD MANAGEMENT	DENIS WALSH	(617) 367-3434	2/1/97
	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
	PEIRCE HOUSE	MEREDITH MANAGEMENT	BUTCH GANEM	(617) 965-2200	2/1/97
	POWER TOWN APTS.	ALLEN MANAGEMENT	SHARON COTTRELL	(413) 863-9433	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	RAMBLEWOOD APARTMENTS	CMJ MANAGEMENT	MARIE MORREALE	(617) 767-3636	2/1/97
	ROCKDALE COMMONS	WELD MANAGEMENT	ELIZABETH A. MORE	(617) 367-3434	2/1/97
	ROCKDALE WEST	CLAREMONT MANAGEMENT	ROLAND RICHARD	(508) 996-8504	2/1/97
	ROLFE HOUSE	SHP MANAGEMENT	NANCY HEARNE	(617) 593-7884	ONGOING
	ROLLING GREEN @ AMHERST	MEREDITH MANAGEMENT	FRAN MILESKI	(413) 253-3000	ONGOING

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- ☐ Other (please specify)

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Which of the information provided in *CEO* was most helpful to you?

- ☐ Program Information
- ☐ MBE/Housing Industry Profiles
- ☐ Contract Opportunities
- ☐ Other (please specify)

_____

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TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
PAINTING (CONT.)	ROXBURY HILLS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARAH BAKER MANOR	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARO	(617) 445-8117	2/1/97
	SUMMIT HILL APTS.	FEDERAL MANAGEMENT	CARMEN NIEVES	(413) 733-1800	2/1/97
	TAUNTON WDODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TAURUS APARTMENTS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	TAURUS @ FOUNTAIN HILL	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	VILLA NUEVA VISTA	MB MANAGEMENT	SHARON STARINOVICH	(413) 737-7748	2/1/97
	WAKEFIELD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	WARREN HOUSE	NCOF MANAGEMENT	JEANNE STRICKLAND	(617) 527-6616	2/1/97
	WARREN HOUSE	NCDF MANAGEMENT	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	WATERWAY APTS.	WINGATE MANAGEMENT	JOY H. AGNELLI	(508) 534-0390	2/1/97
	WAYNE APARTMENTS	CRUZ MANAGEMENT	STEPHANIE A. WATTS	(617) 445-8117	2/1/97
	WEEKS HOUSE	NCDF MANAGEMENT	DINA TRINGALE	(617) 964-8644	2/1/97
	WILBRAHAM COMMONS	WESTWDOD MANAGEMENT	DOROTHY PALUCK	(413) 596-8372	2/1/97
	WILSON GARDENS	HARBOR MANAGEMENT	MARIE LEBRANTI	(617) 598-3200	2/1/97
	WOODRIDGE HOMES	BARKAN MANAGEMENT	ED THORNHILL	(508) 682-7093	2/1/97
	WDODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
	BROWNSTONE GARDENS	CARR PROPERTY MGMT	BARBARA A. BROWN	(203) 688-0123	2/1/97
PAINTING SUPPLIES	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGDING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
PAPER SUPPLIES	ARLINGTON PARK	ARLINGTON PARK MGMT	CLARENCE BRIEN	(508) 688-2870	2/1/97
PAVING	ALGONQUIN HEIGHTS	URBAN MANAGEMENT	JIM JILLETTE	(508) 746-4137	2/1/97
	ASHLAND COMMONS	AMERICAN PROPERTIES TEAM	TERRI SIMMONS	(508) 881-3314	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	JAMES STEAM MILL	DAVIS REALTY	SUSAN L. SANDERCOCK	(508) 465-5166	2/1/97
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	PINE ESTATES	BEACON RESIDENTIAL	WILLIAM A. LEWIS	(508) 584-3300	ONGOING
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNDWSKI	(413) 532-9943	2/1/97
PEST CONTROL	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	TAURUS @ FOUNTAIN HILL	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	THE CDX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
PLUMBING	BRIGHTDN GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBAROI	(617) 254-7721	2/1/97
	EAST CANTDN STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	FULTDN STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELO MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	LDRD MANDR	WESTON MANAGEMENT	GEORGE KAY	(508) 452-5575	DNGOING
	MEADOWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	PRESCOTT MILL	MEREDITH MANAGEMENT	RICHARD CZERMAK	(508) 368-8500	ONGOING
	OUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	VEROEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JDHNNY	(508) 999-9744	2/1/97
PLUMBING SUPPLIES	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	HARBOR PDINT APTS.	CMJ MANAGEMENT	MILES BYRNE	(617) 436-0771	2/1/97
	HEYWOOD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	PLANTATION TDWERS	HUNTINGTON MANAGEMENT	KATHLEEN E. HEINECKE	(508) 752-6800	2/1/97
POOL MAINTENANCE	MOUNTAIN VIEW TERRACE	TAMBONE MANAGEMENT	LINDA L. DURKIN	(413) 438-9111	2/1/97
POOL REPAIR	LAUREL RIDGE APTS.	MB MANAGEMENT	JUDY PARKS	(508) 764-1474	2/1/97
POOL SUPPLIES	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	DNGDING
PRINTING	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGDING
	OUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
REFRIGERATORS	ARSENAL APTS.	GILBANE PROPERTIES	JOANNE M. KEENAN	(617) 924-5565	2/1/97
REPOINTING	GARDNER TERRACE	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HEBRON VILLAGE	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
RESTRIPING	CARTER HEIGHTS APTS.	PEABDDY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
ROOFING	APPLE VILLAGE	AMERICAN PRDPERTIES TEAM	GAIL BDLTDN	(508) 927-2606	2/1/97
	ARSENAL APTS.	GILBANE PRDPERTIES	JOANNE M. KEENAN	(617) 924-5565	2/1/97
	BROOKSIDE TERRACE APTS.	MEREDITH MANAGEMENT	DAVE BENNETT	(508) 764-7675	2/1/97
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	HEBRON VILLAGE	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	MEADDWBROOK APTS.	MCNEIL MANAGEMENT	PAUL PLATEK	(413) 586-2647	2/1/97

MBE Contract Opportunities

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
ROOFING (CONT.)	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	SARGEANT ARMS	MARKEN PROPERTIES	CAROL A. TARNOWSKI	(413) 532-9943	2/1/97
	SAUGUS COMMONS	CORCORAN MANAGEMENT	JOHN SCOPELLETI	(617) 849-0011	2/1/97
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	VERDEAN GARDENS	CRUZ MANAGEMENT	TAMBA F. JOHNNY	(508) 999-9744	2/1/97
	VILLA NUEVA VISTA	MB MANAGEMENT	SHARON STARINOVICH	(413) 737-7748	2/1/97
	WASHINGTON HOUSE	WELD MANAGEMENT	ELIZABETH A. MORE	(617) 367-3434	2/1/97
	WOODRIDGE HOMES	BARKAN MANAGEMENT	ED THORNHILL	(508) 682-7093	2/1/97
SAND & SALT	CHATHAM WEST I & II	BEACON MANAGEMENT	NEIL YOUNG	(508) 580-1404	2/1/97
SEALCOATING	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	LAUREL RIDGE APTS.	MB MANAGEMENT	JUDY PARKS	(508) 764-1474	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
SECURITY	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	MUSEUM SQUARE APTS.	THE BOSTON LAND COMPANY	COLLEEN MCANESPIE	(508) 794-0944	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	TAUNTON WOODS	PEABODY PROPERTIES	ALBERT PLATT	(508) 880-0006	2/1/97
	TRINITY VILLAGE	WESTON ASSOCIATES	JANET OSHRY	(508) 587-1030	2/1/97
	WAKEFIELD PLACE	VAN EMDEN MANAGEMENT	JOYCE BOGREN	(508) 630-1403	2/1/97
	WEEKS HOUSE	NCDF MANAGEMENT	DINA TRINGALE	(617) 964-8644	2/1/97
	WILSON GARDENS	HARBOR MANAGEMENT	MARIE LEBRANTI	(617) 598-3200	2/1/97
SHUFFLEBOARD COURTS	PHEASANT HILL VILLAGE	WESTWOOD MANAGEMENT	SANDRA LEPORE	(413) 789-1131	ONGOING
SIGN-MAKING	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
SNOW PLOWING	HANOVER WOODS	HARBOR MANAGEMENT	AVIS L. SACCHETTI	(617) 826-1185	2/1/97
SNOW REMOVAL	ANCHORAGE APTS.	BARKAN MANAGEMENT	SHEILA SPELLMAN	(617) 242-4515	2/1/97
	BERKSHIRETOWN	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	BRIGHTON GARDENS APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	CASS HOUSE	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CASSELMAN HOUSE	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	CASTLE SQUARE APTS.	WINN MANAGEMENT	CRYSTAL P. WATLER	(617) 426-5517	2/1/97
	CHARLAME PARK HOMES II	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CHATHAM WEST I	BEACON MANAGEMENT	NEIL YOUNG	(508) 580-1404	2/1/97
	CHATHAM WEST II	BEACON MANAGEMENT	NEIL YOUNG	(508) 580-1404	2/1/97
	ELMWOOD TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	FULTON STREET APTS.	LOMBARDI CORPORATION	LOUIS M. LOMBARDI	(617) 254-7721	2/1/97
	GARDNER TERRACE	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HAMLET TOWNHOUSES	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	HEBRON MILL	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HEBRON VILLAGE	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	HOLYOKE TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	JOHN WEEKS HOUSE	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	JOSEPH'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	LINDEN TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MCKINLEY HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MICHAEL'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MOUNTAIN VIEW TERRACE	TAMBONE MANAGEMENT	LINDA L. DURKIN	(413) 438-9111	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	ORCHARD HILL	BOSTON FINANCIAL GROUP	TERESA A. LAKE	(508) 987-8121	2/1/97
	PROSPECT HEIGHTS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	QUEEN ANNE'S GATE APTS.	CMJ MANAGEMENT	JAMES O. KELLY	(617) 335-1293	2/1/97
	ROXBURY HILLS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARAH BAKER MANOR	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SYCAMORE HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	TAURUS APARTMENTS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	WARREN HOUSE	NCDF	CORRIN WEGIELEWSKI	(617) 244-5196	2/1/97
	WHITTIER TERRACE	BEACON RESIDENTIAL	JOSEPH SALVIA	(508) 791-1472	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
SOLAR HEATING	WILSON GARDENS	HARBOR MANAGEMENT	MARIE LEBRANTI	(617) 598-3200	2/1/97

As of December 1996

(List does not include Demonstration Disposition Program Opportunities)

TRADE/SERVICE	DEVELOPMENT	MANAGEMENT CO.	CONTACT PERSON	TELEPHONE NO.	BID DEADLINE
SPRINKLERS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	BORDEN PLACE APTS.	PEABODY PROPERTIES	PAT LOMBA-STINSON	(508) 673-8410	1/31/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
STRIPING	MASSACHUSETTS MILLS	JRM MANAGEMENT	DIANNE RAINERI	(508) 970-2200	2/1/97
STROBE LIGHTS	OCEAN SHORES APTS.	HARBOR MANAGEMENT	ANNETTE KALIL	(617) 598-5564	ONGOING
TILING	GENERAL SHEPARD APTS.	ALLEN MANAGEMENT	BOB SOUTHWORTH	(413) 562-1372	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	INDIAN MOTORCYCLE	PEABODY PROPERTIES	ADDIE HARRIS	(413) 734-2955	2/1/97
	SUMMIT HILL APTS.	FEDERAL MANAGEMENT	CARMEN NIEVES	(413) 733-1800	2/1/97
TRASH REMOVAL	BERKSHIRETOWN	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	CARTER HEIGHTS APTS.	PEABODY PROPERTIES	JENNIFER LEEDHAM	(617) 884-3814	2/1/97
	ELMWOOD TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	HOLYOKE TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	JOSEPH'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	LIBERTY PLACE	MB MANAGEMENT	MEREDITH SCHMID	(617) 986-0600	2/1/97
	LINDEN TOWERS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MCKINLEY HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MICHAEL'S HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	MISSION PARK	CORNU MANAGEMENT	MARY ELLEN FRAZER	(617) 566-0707	2/1/97
	NORTH VILLAGE	WINN MANAGEMENT	CAROLE WILLIAMS	(508) 987-1595	2/1/97
	PROSPECT HEIGHTS	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	RIVERBOAT VILLAGE APTS.	MEREDITH MANAGEMENT	ROBERT BRUNELLE	(413) 532-9461	2/1/97
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SYCAMORE HOUSE	APPLETON CORP	KATRI WALKER	(413) 536-8048	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	WOODRIDGE HOMES	BARKAN MANAGEMENT	ED THORNHILL	(508) 682-7093	2/1/97
	WOODS AT WAREHAM	BOSTON FINANCIAL GROUP	JENNIFER J. BUSSIERE	(508) 295-5566	2/1/97
TRIM REPLACEMENT	WOODRIDGE HOMES	BARKAN MANAGEMENT	ED THORNHILL	(508) 682-7093	2/1/97
TUB REFINISHING	GRANT MANOR	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
	SONOMA MAPLE APTS.	SENTRY MANAGEMENT	BARBARA GOODMAN	(617) 566-5500	ONGOING
TURNOVERS	CASS HOUSE	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	CHARLAME PARK HOMES II	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	EAST CANTON STREET	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	PARK GARDENS	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	PRANG ESTATES	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	ROXBURY HILLS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SARAH BAKER MANOR	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	SCHOOL HOUSE	CRUZ MANAGEMENT	VALISHA WARD	(617) 445-8117	2/1/97
	TAURUS APARTMENTS	CRUZ MANAGEMENT	TERRY TIPTON	(617) 445-8117	2/1/97
	TAURUS @ FOUNTAIN HILL	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
	THE COX BUILDING	CRUZ MANAGEMENT	LOUISE BOUYER	(617) 445-8117	2/1/97
UNDERGROUND SPRINKLERS	HOPE GARDENS	DIMEO PROPERTIES	CHERYL BARHHART	(508) 222-2662	2/1/97
UNIFORMS	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
VINYL TILING	ARLINGTON PARK	ARLINGTON PARK MGMT	CLARENCE BRIEN	(508) 688-2870	2/1/97
VISUAL ALARMS	BLAKE ESTATES I & II	BEACON MANAGEMENT	MAUREEN E. STETSON	(617) 364-5277	2/1/97
WALLPAPER	KIMBALL COURT APTS.	JRM MANAGEMENT	JOHN ZORZONELLO	(617) 933-9900	2/1/97
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
WATERPROOFING	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
WINDOW WASHING	FORBES BUILDING	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
WINDOWS	APPLE VILLAGE	AMERICAN PROPERTIES TEAM	GAIL BOLTON	(508) 927-2606	2/1/97
	BABCOCK TOWER	FRANCHI MANAGEMENT	DEBORAH S. ALLEN	(617) 783-4271	ONGOING
	BROOKSIDE TERRACE APTS.	MEREDITH MANAGEMENT	DAVE BENNETT	(508) 764-7675	2/1/97
	HADLEY WEST APTS.	PEABODY PROPERTIES	RICK TALLENT JR.	(508) 373-9571	2/1/97
	HAYWARD LANDING	MB MANAGEMENT	NANCY WHIT	(508) 476-3777	2/1/97
	HEBRON MILL	AMC/FEDERAL MANAGEMENT	DEBRA LESIEUR	(508) 226-3457	2/1/97
	HIGHLAND HOUSE APTS.	MB MANAGEMENT	PATRICIA TAYLOR	(617) 961-4047	ONGOING
	KINGS BEACH TOWERS	CROWNINSHIELD MGMT	JOSEPH THOMPSON	(617) 581-5100	ONGOING
	MILLHAUS APARTMENTS	HARBOR MANAGEMENT	EVERETT LAPIERRE	(508) 529-4460	2/1/97
	TECUMSEH MILL	ALL CITY MANAGEMENT	SAM GIBSON	(617) 738-4980	ONGOING
	WESTBORO COUNTRY VILLAGE	CMJ MANAGEMENT	LISA HORNING	(508) 366-9867	2/1/97

MHFA Announces Contractor Working Capital Loan Program

The Massachusetts Housing Finance Agency announced a new loan program on October 1st. The Contractor Working Capital Loan Program (CWCLP) is targeted to Minority/Women Business Enterprises (M/WBEs) that have secured service or professional contracts with MHFA-financed rental housing developments. The CWCLP will offer loans not available through conventional lending institutions to assist firms in addressing temporary cash flow problems during the sometimes lengthy period between a contract award and payment for services.

The CWCLP will offer fixed-rate loans of up to $50,000 with no closing fees attached. The loan can be used as a line of credit for up to one year. There will be a simplified application process with businesses receiving technical assistance throughout the program. The program is being funded through a $500,000 contribution from the Thrift Institution Fund for Economic Development.

"This loan program is another step in providing M/WBEs with an opportunity to take an active role in revitalizing their community," said MHFA Executive Director Steven Pierce. "There are many young or start-up companies who deserve a chance to compete for contracts generated by MHFA-financed housing, but have been prevented from doing so because of limited cash reserves. This loan program addresses that problem."

Vendors who have secured contracts with developments in MHFA's Linkage Area will be given a priority. The MBE Linkage Program develops strategies for managers of MHFA-financed multi-family housing to contract work to MBEs in the linkage area in Roxbury, North Dorchester, Mattapan and parts of Jamaica Plain and the South End.

The Massachusetts Community Development Finance Corporation (CDFC) will administer the program and be responsible for the day-to-day loan reviews and proposals. MHFA will provide ongoing technical assistance to loan recipients.

Information on the CWCLP can be obtained by contacting Jonathan Zinman at 617-482-9141. ■

Latino Heritage Month Celebration

"Political and Economic Issues Facing Latinos in Massachusetts" was the theme of MHFA's Fifth Annual Latino Heritage Month Celebration held on October 31st.

Antonia Jimenez, Chairperson of the Governor's Hispanic American Commission, spoke on the subject of "Political Issues Facing Latinos Statewide." Manuel Martinez, Director of Economic Development at Nuestra Communidad Development Corporation, discussed the "Economic Issues Facing Latinos in the Boston Inner City Communities."

MHFA Accounting Department Intern, Jesus Melara, presented a special musical selection during the event.

(Front l–r clockwise) Milton Benjamin, President of the Massachusetts Community Development Finance Corporation; Wilson Henderson, MHFA Director of Equal Opportunity; Vivian Beard, MHFA Equal Opportunity Operations Director; Demetriouse Russell, CWCLP Program Manager and MHFA Deputy Director Tom Gleason prepare to sign the contract enacting the CWCLP.

CEO

Challenging Equal Opportunity

Mossachusetts Housing Finance Agency
One Beacon Street
Boston, MA 02108-3110

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Paul Cellucci *Lt. Governor*
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